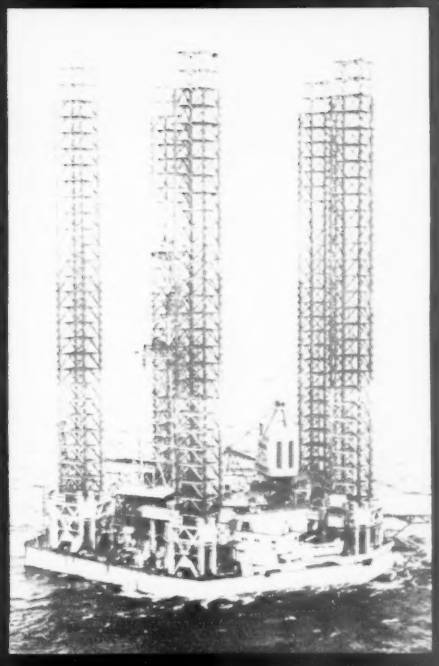
Trade and Industry

10 April 1970 20p

Trade Gabon: a fast-growing market



and Industry Work of the Shirley Institute

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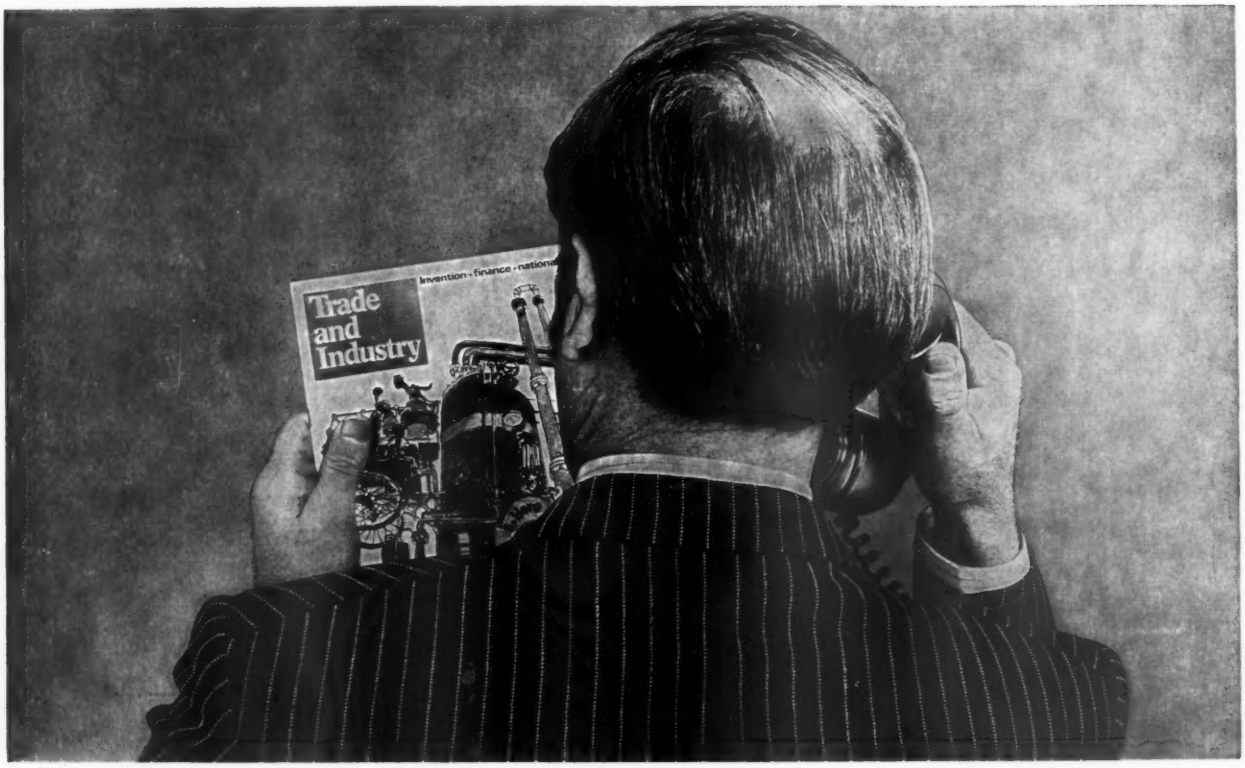

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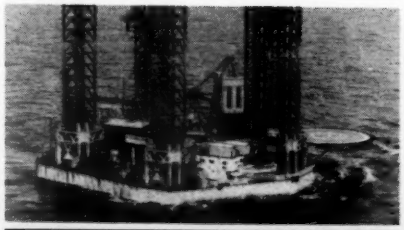
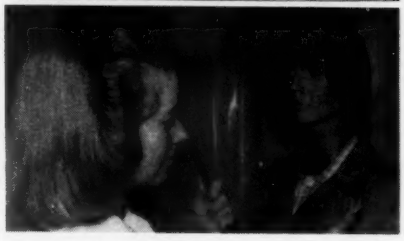
Trade and Industry

16 April 1976

News from the Departments of Industry·Trade·Prices & Consumer Protection





Our trade feature this week is on Gabon, one of Africa's fastest growing markets, largely as a result of the country's offshore industry (Gabon is the most recent member of OPEC). Our feature on industry (see bottom picture) deals with the work of the Shirley Institute, Manchester, which is concerned with research on textiles, in their broadest sense.

Trade and Industry

Incorporating the Board of Trade Journal

Volume 23. No. 3.

Pages 129 to 192. 16 April 1976.

Price 25p. Net subscription post inclusive, £18.72

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Advertisements: T. G. Scott & Son Ltd., 1 Clement's Inn, London WC2A 2ED. Tel: 01-242 6264 or 01-405 4743.

Subscriptions: HMSO, PO Box 569, London SE1. 01-928 6977 ext. 472

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Home News

New Cabinet appointments

The Rt. Hon. Edmund Dell has been appointed Secretary of State for Trade and President of the Board of Trade and thus joins the Cabinet. He succeeds Peter Shore, who is now Secretary of State for the Environment. Mr. Dell had been Paymaster General since 1974. He has represented Birkenhead as Member of Parliament since 1964.

After graduating in modern history at Queen's College, Oxford, Mr. Dell served in the Royal Artillery. After the war he held a lectureship at his former college. He was an executive in Imperial Chemical Industries Ltd., from 1949-63. He was Parliamentary Secretary at the Ministry of Technology from 1966-67, followed by service as a Joint Parliamentary Under-Secretary of State at the Department of Economic Affairs.

From 1968-69 he was Minister of State at the Board of Trade and served at the Department of Employment and Productivity from 1969-70.

Mr. Edmund Dell

Mrs. Shirley Williams

In the recent Cabinet changes, the Rt. Hon. Shirley Williams was appointed Paymaster General in addition to her duties as Secretary of State for Prices and Consumer Protection.

'No more small print at the cleaners' says new laundry code

No laundry or dry cleaner which is a member of the Association of British Launderers and Cleaners (ABLC) will, in future, use 'small print' clauses to limit their liability for negligence. Members have also agreed to give fair compensation to customers for loss or damage. This was announced on 7 April at the launch of a new code of practice for ABLC members which has been produced in consultation with the Office of Fair Trading.

John Methven, Director General of Fair Trading, said: 'I welcome this new code by the ABLC; it will not only provide a better service for their customers but it is another important victory in the battle to get rid of 'small print' clauses which limit liability for negligence. In future there will be no more 'get out' clauses on tickets or laundry books or on display in shops which are ABLC members.'

Should something go wrong because of his or her error, the cleaner will reprocess or provide fair compensation for loss or damage. The ABLC has a long-established Customer Advisory Service which will take up disputes and where the Association considers that a disagreement can only be resolved by a test report, the customer will be offered a free laboratory test and given a list of independent testing houses to choose from.

The ABLC represents more than 75 per cent of the launderers and dry cleaners in England, Scotland and Wales and members will be displaying distinctive blue and white window stickers bearing their symbol. A copy of the code will be prominently displayed inside the premises.

Commenting on other features of the code, which covers laundries and dry cleaners but not launderettes and coin-operated dry cleaners, John Methven said: 'I particularly welcome the emphasis on accuracy and clarity of advertising. For example, cleaners will explain clearly when their "Express" services are available. Few things are more irritating than to make a special journey to a cleaner only to find that its prominently advertised "two hour service" is available every day but that one.' The code also urges ABLC members to take extra care with advertisements featuring discounts and special offers.

The code requires cleaners to display current price lists for their standard services and customers will be given a receipt showing the charge for a particular job. Mr. Methven said: 'This clear display of price information should help shoppers to get value for their money. I am always pleased to see examples of businesses giving good price information to the customer.'

The effectiveness of the code will be monitored by the ABLC and in particular the OFT will be supplied with detailed reports on the number and types of complaints and how they are dealt with.

Prices and margins in the distribution of fish

The price the consumer pays for fish is on average four times the price the fisherman receives – but this is primarily a reflection of processing and of distribution costs. This is one of the findings of a Price Commission report on Prices and Margins in the Distribution of Fish (Price Commission Report No. 14, HMSO, 65p).

The report says that the original quayside price of fish is more than doubled by weight losses in processing and distribution – mainly due to filleting, etc. – and then is nearly doubled again by the cost of distribution at all stages, including profits.

There are similar weight losses in the meat trade, but because of lower costs of distribu-

tion, the increase in price per lb of meat, as it passes through the distribution chain, is three times compared with four times for fish.

The commission, therefore, commenting on these higher costs of distribution points out that the trade has a real interest in promoting efficiency, reducing costs, and thus keeping down the rise in prices, if the decline in the trade is to be halted.

The report notes that consumer packs of frozen fish (6 to 8 oz and 12 to 14 oz) cost 10 to 12p a lb more than fresh fish, while bulk packs (3 to 5 lb) are generally 5 to 10p a lb cheaper than fresh fish.

Net profits – which are part of total distribution costs – are also greater for fish than for meat. In the simplest case where the independent fishmonger buys direct from the port merchant their combined net profits represent between 12p and 13p in the £ of the retail price: the corresponding figure for meat is about 7p in the £.

The report says that although distribution costs and profit margins are higher for fish than meat or poultry, this does not necessarily mean that costs are too high or profits too large.

The nature of the fish trade, in which landings are concentrated in a few ports, many of them remote from the large centres of population, means higher transport costs and additional handling charges. Unpredictable fluctuations in supply also tend to push up costs.

Whether there is room for improvement, the report concludes, can only be answered in the light of a detailed investigation of the organisation and efficiency of the trade. An investigation of this kind falls outside the province of the Price Commission.

Office location review

The exemption limit for office development permits in the South East control area is to be raised from 10,000 sq. ft to 15,000 sq. ft following the review of office location policy, John Silkin, Minister for Planning and Local Government, announced on 12 April.

Mr. Silkin also said that the control would still be strictly applied to larger developments; and that applicants for permits would need to show that a move to an assisted area was not practicable.

Glamorgan farmer to chair working group into wastes in agriculture

The Waste Management Advisory Council is to set up a new working group under the chairmanship of Major H. R. Jackson, a farmer from South Wales.

The terms of reference of the group are: to review the incidence and re-use of wastes in agriculture and the current and potential use of other wastes for agricultural purposes; to liaise with committees and other working groups; to co-opt further members as necessary for particular areas of study; and to make recommendations to the Council's General Policy Committee.

The membership of the Working Group will be appointed shortly and it is hoped that it can begin work in mid-April.

The Waste Management Advisory Council was set up in December 1974 under joint Department of Industry and Department of the Environment ministerial chairmanship.

Airfields for general aviation in south-east England

A joint working group report* to the Standing Conference on London and South-East Regional Planning and to the Civil Aviation Authority concludes that the growing demand for general aviation facilities in the South-East over the next 10 years or so can be met by the existing airfields in the area. This assumes that the main existing airfields will play a major part in accommodating growth and that necessary improvements to their existing facilities will be made.

Most airfields are expected to continue to be used for both business and recreational flying. Because business aviation demands more by way of facilities, the report recommends the continuation of some business aviation at Heathrow and Gatwick and its continuation and development particularly at Northolt, Leavesden (Herts), Blackbushe (Hants), Biggin Hill (London, Bromley), Shoreham (West Sussex) and Southampton (Hants).

The region has about 60 airfields. Many are small with minimal facilities. Activity concentrates on about 30 airfields. Business movements in the South-East (about 250,000 in 1973) may, according to the estimates in the working group's earlier report ('A Study of General Aviation in the South-East of England'), treble by the late 1980s; recreational movements (about 1 million in 1973) were expected to double over the same period.

The Conference and the Civil Aviation Authority are making the report generally available so that aviation interests, local planning authorities and local populations can submit their views. The Secretaries of State for Trade and the Environment are being advised of this action, and later in the year any subsequent views will be conveyed to them.

* 'Airfields for General Aviation in South-East England'. Additional copies – price £3 in UK. Published by the Standing Conference on London and South-East Regional Planning (ref. SC551), 26 Old Queen Street, London SW1H 9HP.

More assistance under Industry Act

The Industry (Amendment) Bill was introduced in the House of Commons on 13 April with the object of increasing the limit imposed on the Secretary of State for Industry in granting financial assistance under Section 8 of the Industry Act 1972. The Bill is designed to raise the overall limit of assistance from £550 million to £1,600 million.

Lord Lovell-Davis, Parliamentary Under-Secretary of State for Energy (left), visiting the Midlands on Tuesday, 6 April, presents the West Midlands Energy Conservation trophy to (right) Gordon Evans, director of engineering, 3M United Kingdom Ltd., of Atherstone, Warwickshire. Pictured also are (second left) Mr. N. J. Reedy, editor, *Birmingham Post* and Mr. J. K. L. Thompson, West Midlands Regional Director, Department of Industry. The competition was jointly sponsored by the Department of Energy and the *Birmingham Post*. The Atherstone company won the award with a 35 per cent saving in energy usage over two successive years. They also received an £800 heat pump given by Thermecon Ltd., of Sandy, Beds. Runners up were Accles and Pollock Ltd., a member of Tube Investments Ltd., Steel Tube Division. Lord Lovell-Davis presented the awards at the National Exhibition Centre where he toured Hevac '76, the ninth international Heating, Ventilating and Air Conditioning exhibition. (Photo, courtesy of *Birmingham Post*).

IDCs: Eric Varley announces increase in exemption limits

Eric Varley, Secretary of State for Industry, announced to Parliament on 8 April that he will, from 1 May, increase the limits above which Industrial Development Certificates are required in the non-assisted areas of Great Britain.

'We have had representations from the Greater London Council, from the West Midlands County Council and from other bodies representing local authorities and industry, about the operation of the Industrial Development Certificate control outside the assisted areas,' he told the House of Commons.

'We have therefore decided that projects up to 12,500 sq. ft in the South East Planning Region, and 15,000 sq. ft in the rest of the non-assisted areas shall be freed from the need to get an Industrial Development Certificate.

'I have today signed an Order to give effect to these new limits which will take effect on 1 May 1976.'

Notes

Under the IDC legislation, an IDC is required to support an application for planning permission for industrial developments outside Development Areas. Exemption from this requirement is given by law to projects below a certain size, subject to the statutory provisions concerning 'related Development'. These size limits are now to be increased from 1 May 1976.

General policy on IDCs is set out in a Guide for Industry published in *Trade and Industry* for 13 February 1976. Details of the arrangements for the issue of IDCs to facilitate the replacement of obsolete industrial buildings in urban areas were published on 27 February 1976.

A study by the Department of Industry of the outcome of IDC applications for relatively small projects has shown that very few certificates are refused on the grounds that the projects concerned are considered sufficiently mobile to be located in the assisted areas.

'T & I' index inquiries

Readers wanting to know when articles and items of information were published in *Trade and Industry* should consult the published indexes which are issued free to subscribers. For material published in recent months, inquiries of this kind can be made to the Department of Industry Library's indexing section, tel. 01-215 5842.

Help for shipbuilding industry – Eric Varley's statement

Eric Varley, Secretary of State, Department of Industry, in Parliament on Thursday, 8 April, made the following statement on the shipbuilding industry: 'We have been playing a part in securing an international agreement which will put an end to the drastic price cutting and the unhealthy and unfair competition which has developed over the past 18 months and I am glad to say that some significant progress was made last week in the Organisation for Economic Co-operation and Development.

'At home we have been examining carefully, in consultation with the Organising Committee, ways of helping the industry in the difficult years ahead.

'I am therefore proposing to introduce a scheme under which a government guarantee may be given that stage payments will be refunded to an owner ordering a vessel at a British yard which is to be nationalised if that yard should fail before nationalisation. After nationalisation that contract would be honoured by British Shipbuilders. I am also proposing to extend the cost escalating insurance scheme, which is at present available in respect of ships built for export, to those ordered by British ship-owners.'

Minister forecasts aid for paper and board industry

The Government will very soon outline plans to assist industry towards a greater use of re-cycled fibres – especially waste-paper.

This forecast was made in London on 8 April by Neil Carmichael, Parliamentary Under-Secretary of State, Department of Industry, when speaking at the Annual Dinner of the British Paper and Board Industry Federation.

He said: 'The Government has been considering how it can help towards the greater use by the industry of re-cycled fibres, especially waste-paper. There are strong and obvious arguments for moving in that direction, from economic, conservationist and environmental standpoints.

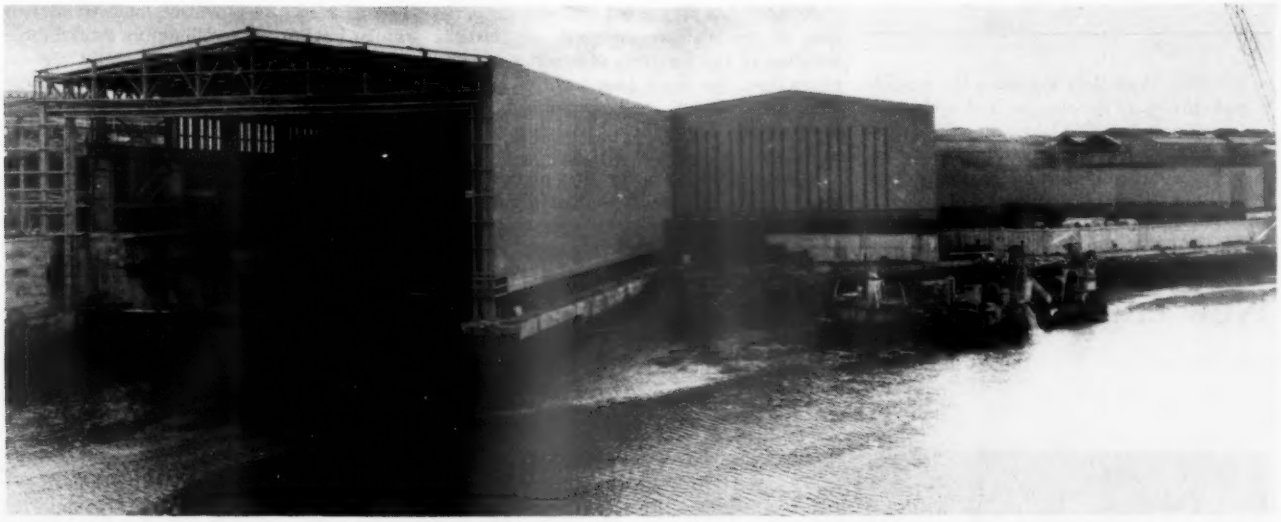
'We have already made clear that the Government intends to provide substantial assistance to the industry towards this need. It should be possible to launch a scheme of financial assistance soon.'

Mr. Carmichael hoped that Britain's international trading partners should not see this as a move directed especially against them – although, he said, it would enable the industry to rely more upon indigenous raw materials and meet more of the home demand for paper and board than it could otherwise do.

'There is general agreement in all Western European countries,' he continued, 'that we must create and use more of our own raw material resources and recover and re-cycle more of our wastes. We expect other countries to follow the same path.'

Sir Frederick Catherwood, chairman of the British Overseas Trade Board, talks to a member of the workforce of C. A. Parsons Ltd., Heaton, Newcastle upon Tyne, one of the four firms featured at the export dynamics conference in the city on 25 March. On the right is Dr. R. Hawley, managing director designate of the company. Sir Frederick also visited the Dunlop Hydraulic Hose Division at Gateshead and the Wear Glass Works Corning Ltd. at Sunderland.

The new Pallion shipyard of Sunderland Shipbuilders



The final stages of completion of the new £11 million Pallion Shipyard of Sunderland Shipbuilders Ltd. In the assembly dock can be seen fitting-out the first of a series of 16,300 ton dw cargo liners for Bank Line Ltd., London. Shipbuilding has progressed simultaneously with the construction of this 'ship factory'.

Pallion shipyard – said to be the world's largest totally enclosed shipyard and built at a cost of about £11 million – was officially opened on 8 April at Pallion, Sunderland, by Lord Melchett, Parliamentary Under-Secretary, Department of Industry. Employing about 1,000 personnel this is a ship factory with steel processing, assembly, main workshops and so on under one roof, including the assembly dock in which two ships, each of up to about 25,000 tons d.w. can be assembled side-by-side.

The new Pallion yard is one of three of the Government-owned Sunderland Shipbuilders Ltd., and has been patterned and developed from the highly successful Appledore, North Devon yard, associated with Sunderland Shipbuilders. This Appledore yard showed that adequate investment per man in a modernised yard could reduce substantially the cost per ton of ship.

Since 1857 ships of all classes have been built at Pallion, and in post-war years a substantial number of cargo liners and some tankers. Additional land was acquired and the decision was taken in 1972 to demolish the shipyard completely and rebuild on the site the most modern, completely enclosed, shipyard suitable for efficient building of ships up to some 35,000 tons d.w. side-by-side in the assembly dock. The most advanced methods, systems and equipment were examined and work began on 1 October 1973 for the building of the new Pallion 'Ship Factory'.

This is about three times the size of the Appledore Shipyard which can build side-by-side ships of up to about 10,000 tons; the Pallion drydock is relatively wide (50m) for its length of 181m. As a result it can be used for the assembly of two ships, 181m long × 23m wide, side-by-side. This means series-assembly in the enclosed dock of two 30,000 ton d.w. ships or, for example one 35,000 ton tanker where the centre tanks of the second ship can be built along-side until the first ship is floated out. Such a wide dock means also that specialised structures for offshore platforms, large power barges and so on can also be accepted.

Radiating from the assembly dock are the steel processing and sub- and main-assembly bays with work progressing to the large, extensively pre-outfitted blocks of up to about 150 tons which are transferred by a specially designed 200-ton transporter operating on the air cushion principle. With this transporter being supplied with compressed air to the air bearings the 200-ton blocks can be pushed manually from the Block Assembly Bay 5 to the storage area at the head of the dock (Bay 6). At the other side of the dock are workshops and stores associated with outfitting, the yard managerial offices and so on.

In effect, steel is moved from the outside stockyard and enters the bays on the west side of the dock, and is progressed until block assemblies in the dock are connected and ready for the partially assembled hull to be floated on schedule to the East side of the dock so that equipment, services, plumbing, joinery and so on can flow straight from the adjacent workshops and stores on to the ship.

Such side-by-side series production requires particularly careful planning to ensure that when a virtually completed ship is ready to be floated out of the flooded dock, the hull of the next ship being assembled at the East side of the dock is in a sufficiently advanced stage (about two-thirds built) to be floated over to the opposite side for steel work and outfitting to be completed.

The planning of any old-established shipyard presents the almost inevitable restrictions imposed by urban development; housing, roads, factories and, in the case of Pallion, the Southwick Bridge. The River Wear also limits the size of ship which can be built at Pallion but within these limitations has emerged a shipyard well suited and expressly planned for the sizes and types of ship most in demand today.

Advantages of the 'Ship Factory'

There are many shipyards throughout the world which have been built with partially or totally enclosed building berths, or docks for shipbuilding and repairing. But only since the obvious success of the Appledore shipyard have other yards been built or planned with supporting facilities grouped within the one building. Sunderland Shipbuilders' new Pallion yard is the largest to be planned on this concept, the more obvious advantages being:

Workers can operate in conditions protected against extremes of heat and cold. They are better protected against illness and against being laid off due to bad weather conditions.

The ships under construction also are better protected at all stages.

With more congenial working conditions the path is laid for higher standards of workmanship.

Working in protected conditions means that more advanced equipment and techniques can be used than on an open berth.

Painting in a clean, dry atmosphere is much more effective in protecting the steelwork.

With such close integration of supplies and services, distances to be covered by men, equipment and materials is reduced; this saves time and cost. Lines of communication are shorter.

By having all equipment and services adjacent to where they are required, time, effort and costs are reduced – particularly in building and outfitting.

The level dock floor simplifies the erection and eliminates the expense and problem of arranging vertical alignment when ships are built on inclined berths. 'Launchings' are, of course, simpler and less expensive, since the ship is floated out.

Above all the aim has been to improve the conditions of the shipyard worker.

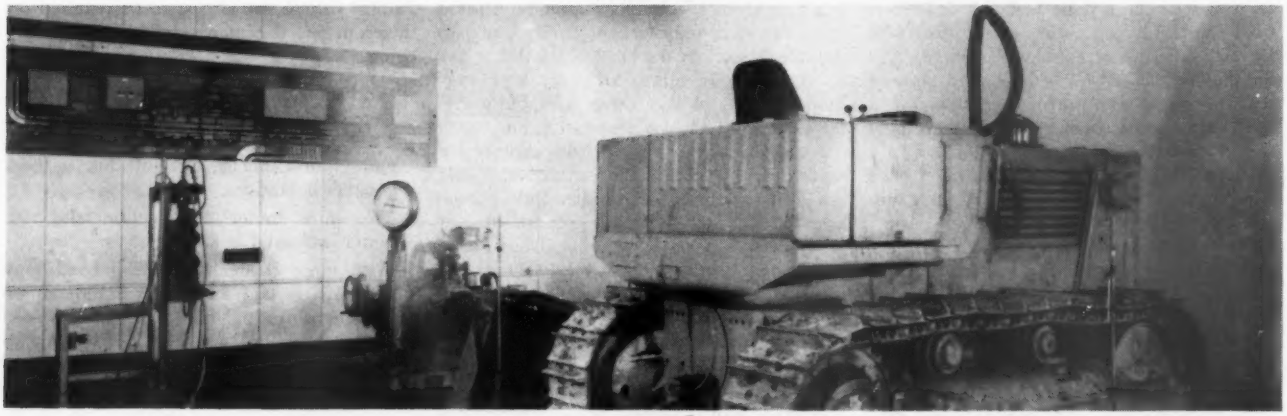
Particularly careful programming has ensured that the assembly blocks, which can be up to almost 200 tons, are extensively and accurately pre-equipped as work progresses so that the amount of equipment installation and services to be undertaken while the ship is in the dock are reduced to the minimum.

As work has progressed with the construction of the Pallion shipyard, so has the building of the first two of a series of eight cargo liners for Bank Line Ltd., of London, who have already had 45 ships built by Sunderland Shipbuilders Ltd., most of them in the old Pallion yard.

Within a few days the first of this latest series for Bank Line will be floated out of the dock in an almost completed state and will be berthed at the new outfitting quay for final work before sea trials. For the shipbuilders it is particularly fortunate that the new yard comes into operation with a series of six sister-ships for Bank Line, each of 16,300 tons d.w. and powered by a 12,000 bhp engine built by Doxford Engines Ltd., which is also within the Sunderland Shipbuilders Group. These 17-knot cargo liners will be followed by two similar but larger cargo liners for Bank Line – of almost 18,300 tons d.w. but with the same engines as the other six-ships series for these owners.

Eventually the Pallion yard's production will reach a throughput of about 20,000 tons of steel a year; this is equivalent to an annual turnover of some £30–£40 million a year, depending on the class of ship built and the degree of sophistication.

New engine test facility



Perkins Engines, Peterborough, announce this month completion of their new engine test facility, the £4.2 million research investment featuring emphasis on exhaust emission and noise control requirements. To meet increasingly stringent environmental legislation, the 75 new test beds include six designed specifically for smoke and emission testing, two for noise measurement and analysis. Other units provide for environmental control of temperature and humidity. Engineers can simulate climatic conditions in any part of the world for engine testing.

More than 80 per cent of 'Perkins' production goes abroad. With something of a dramatic expansion in diesel marketing forecast, the company see the new facility keeping them in the forefront of worldwide diesel engine technology. The company designed and developed its own emissions measuring equipment to meet North American and EEC requirements. In North America legislation is aimed principally at gaseous exhaust emissions. Smoke is currently the main target of EEC requirements, though this too will include legislation on gaseous emissions in the not too distant future. With an engine under test at the new Peterborough complex its speed and load are recorded together with the density of smoke, carbon monoxide, nitric oxide and hydrocarbons emitted. Information from the noise cells will help the company meet its target of a half to a third reduction in bare engine noise by 1980.

The photographs show an analyst taking readings of engine exhaust emissions under test conditions; an engine under test in one of the new noise cells; and steam clouding one of the climate-controlled cells as a first step to creating high humidity conditions.

Helping small firms and finding out what they think

Lord Melchett, Parliamentary Under-Secretary of State, Department of Industry met organisations representing small businesses on 14 April and gave details of the three specific areas in which the Government is taking new initiatives to help small firms.

The schemes were announced in Parliament earlier in the day by Gregor MacKenzie, Minister of State, Department of Industry.

The initiatives are: a pilot counselling service; the encouragement of collaboration between groups of small firms and a detailed look at management training.

Lord Melchett told representatives of the Smaller Firms Council of the Confederation of British Industry, the Association of British Chambers of Commerce and the National Chamber of Trade that ,the Budget proved the Government recognised the importance of the small firms sector.

'As Minister with special responsibility for small firms', he said 'I know that small firms will welcome the important changes in Capital Transfer Tax and Capital Gains Tax announced in the Budget. Denis Healey also mentioned his concern to ensure that external finance is available for industry in the form which it wants, and that no creditworthy company should be held back from worthwhile investment by the absence of finance in a suitable form.

'This is particularly important to many small firms and I know that they will welcome the Chancellor's confirmation that we are anxious to help them where we can sensibly do so.

'Small firms cannot, and do not want to be isolated from changes in social and economic conditions. But smallness can bring special problems, and the Government recognises this. I believe that the continued prosperous existence of small firms is essential for the future of this country. Small firms employ more people than all the nationalised industries, and central and local government, put together. And, as Eric Varley made clear last Thursday, when we receive the Bullock Report on Industrial Democracy, we won't forget the interests of those 4.4 million people working in small firms.

'This morning's meeting has been constructive and useful, and I hope it will lead to further similar meetings when there are matters of common interest to the major representative bodies and government to be discussed. The Government needs responsible and constructive advice and criticism at all times and this is especially important in the case of the diverse small firms sector. Fragmentation of representation, the springing up of new organisations and ill-informed criticism which sometimes seems to be motivated more by the desire to make political capital than by any wish to help small firms does not help us or the sector. But I am always anxious to hear the views of responsible bodies such as those I met this morning.

'In telling them about our new initiatives – a pilot counselling service, encouraging collaboration between groups of small firms and a detailed look at management training – I have made it clear that we should welcome their views before we take our final decisions. It is important for us to move forward along generally accepted lines wherever this is possible.

'Finally, I want to acknowledge the debt that the Government owes responsible small firms organisations for the enormous amount of work that they do in informing their members and others running small businesses about government policy and legislation affecting the sector.'

Details of the scheme

A pilot small firms counselling service

Experience has shown that many small businesses face problems which are not easy to solve by the simple sign-posting approach adopted by the Small Firms Information Centres, useful though they are in dealing with a wide range of more straightforward inquiries. It is also clear that such enterprises are reluctant to approach management consultants in the first instance if indeed at all.

This is a situation which has been recognised in other countries. Thus in the United States and Canada, retired executives are used who give of their experience in a counselling role and who find that the work is personally rewarding. In the USA, the scheme is entirely voluntary and free though in Canada the counsellors are paid for their services and the customer contributes to the cost of the scheme. In both countries, upper limits are set to ensure that counselling is confined to those smaller businesses which do not normally turn to consultants. The pilot scheme will be based to some extent on the Canadian pattern.

Counselling differs from consultancy in that it does not involve detailed analysis of problems, the prescriptions of solutions to them or providing the means of implementing the solutions. Counselling is concerned essentially with the diagnosis of difficulties. Where the need for professional consultancy is identified the limits of a counsellor's role are to help the client identify and evaluate suitable sources of further help. The counselling scheme will not therefore, compete with commercial consultants or the very many organisations such as polytechnics, universities and trade associations who are active in the field of consultancy. It may indeed help to encourage smaller businesses to make use of these organisations by pointing to the need for and advantages of full scale consultancies where these are the way of tackling the problems.

Subject to the results of more detailed consideration, the intention is to recruit a number of retired or semi-retired people with either general management experience or specialised experience in certain fields such as financial management who will be prepared to put an agreed number of days a year at the disposal of the service. The counsellors will be paid a small retainer for each day that they are prepared to commit to the scheme and a further sum for each days counselling.

The first contact between businessmen and the counsellors will be through clinics arranged at convenient locations where appointments may be made for an initial discussion with an appropriate counsellor. Access to these clinics will be free of charge. A number of more simple diagnostic problems are likely to be solved at this stage but where they are not, the counsellors will be able to arrange to

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carry on the operation at the business premises at a special charge for up to two days. Thereafter, for any further counselling a charge will be made which covers the cost of counsellors time. Only two days counselling in any one year will be allowed at the special rate in any one case and a maximum of 10 days counselling a year is envisaged for any one enterprise.

It is hoped that preliminary arrangements will be made by the early autumn and that the first counsellors will be brought into the scheme early in 1977. In the case of Scotland and Wales, the terms of reference of the Development Agencies envisage that those agencies will provide services to small firms and, therefore, the extent to which the counselling scheme applies in those countries will be a matter for further discussion between the Department of Industry and the Scottish and Welsh Offices.

The scheme will be available to small firms in all sectors of industry and trade except those where special schemes already exist, eg agriculture and activities under the auspices of the Council for Small Industries in Rural Areas, or where professional bodies provide similar services for their members.

Because the scheme is aimed at the size of firm which does not usually either have in-house expertise or make use of consultants, consideration is being given to a limit on the size of eligible businesses lower than that set out below in connection with collaborative effort. In manufacturing industry, for example, independent enterprises with less than 100 employees might be a suitable ceiling but this and other aspects of the scheme are being examined and the views of representative bodies and other interested parties would be welcomed on this point and generally.

A voluntary counselling scheme operated with the assistance of various management organisations is currently running in the Northern Region. It is not intended to change the arrangements for this service but its future will in due course be reviewed in the light of the results of the new pilot scheme.

Encouraging collaboration between small firms

Experience in other countries has shown that groups of small firms operating on their own initiative ot through their trade associations or chambers of commerce can do much to help themselves by setting up joint services. Often a lack of appreciation of the benefits which might be derived from such collaboration prevents businesses from considering the possibilities. It is for this reason that support is to be provided for feasibility studies.

The scheme is open to all sectors of industry and trade apart from agriculture, for which separate arrangements exist, and finance and the professions. Consideration will be given to applications from groups of four or more small firms acting on their own behalf, trade associations, chambers of commerce, chambers of trade or other similar bodies. The scheme will not apply to individual enterprises seeking to establish as a commercial venture a service which does not involve the direct or indirect participation of the users in its management or in the preliminary study.

The department would expect the enterprises involved in the study and to which the subsequent arrangements would apply to fall within the following broad definitions of small firms:

Independent enterprises in manufacturing industry employing less than 200 people;

Independent enterprises in retailing and other service trades not elsewhere specified with an annual turnover of less than £100,000;

Independent enterprises in the wholesale trades with an annual turnover of less than £400,000;

Independent enterprises in the construction and mining and quarrying industries employing directly less than 25 people;

Independent enterprises in the motor trades with an annual turnover of less than £200,000;

Independent enterprises in the road transport industry with five vehicles or less;

Independent enterprises in the catering industry (excluding multiples and brewery-managed public houses).

These are not hard and fast rules and in considering applications the department will seek to take a realistic view of the sizes of firms involved in proposals in relation to the purposes of the study and the make-up of the organisation putting forward proposals.

A sum of £100,000 is available to support schemes which will be completed in the two years commencing 1 April 1976 and assistance will be limited to half the cost of each study up to a maximum of £5,000 in any one case. In the event of an organisation or group of enterprises wishing to carry out more than one study assistance will be limited to one study.

The department is prepared to consider any proposal which has a realistic prospect of implementation and which will clearly be of direct benefit to the firms involved. There will however be a preference for proposals which aim at the provision of central management services (accounting, work study, marketing etc.) but collective purchasing, or financing schemes will also be welcomed as will proposals aimed at the creation of long-term consortia in, for example, the field of sub-contracting or exporting. These examples are not meant to be exhaustive and should not deter people with other ideas from approaching the department. In examining applications for assistance an important consideration will be the extent to which the proposed study is designed to establish the cost-effectiveness of the projected collaboration and the methods by which proposals would be implemented.

As only a limited number of studies can be supported, the department will wish to ensure, wherever possible, that those which are undertaken and especially when they lead to the implementation of collaborative schemes, are used as case studies for the benefit of others who may wish to consider similar action. Willingness to publish results in a form which does not infringe commercial confidentiality but still enables useful information to be made generally available will therefore be a factor in considering applications for help but will not be an over-riding requirement.

Requests for further information and clarification or for assistance under this scheme should be sent to:

The Department of Industry
Small Firms Division
Abell House
John Islip Street
London SW1P 4LN.

Requests for assistance should indicate clearly:

1 the organisation or membership of the group applying
2 the enterprises to take part in any subsequent schemes with a note of their activities and sizes of a more general indication in the case of trade associations etc.
3 the collaborative venture which is envisaged
4 the form of feasibility study to be undertaken
5 the way in which the study will be carried out (ie own staff or employed consultants)
6 the estimated cost of the study.

This study arises from the belief that many of the owners of small businesses are finding increasing difficulty in keeping abreast of the administrative complications of the modern business world and are often not able to take advantage of the available management training facilities because of the demands which their businesses make on their time. The study will, therefore, seek to survey the facilities which are available, concentrating on a sample region of the country and taking into account the work of Further Education Establishments, training boards, chambers of commerce and chambers of trade, trade associations and other representative bodies as well as the activities of such organisations as the British Institute of Management. At the same time, arrangements will be made for research into the training needs of the small business community and into their assessment and awareness of the available facilities.

It is hoped that these studies will be completed by April 1977, and the results will then be used as the basis for deciding whether a new approach is needed to this subject and the extent to which existing resources might be used to better effect.

Apart from these specific inquiries, general views will be welcomed during the course of the year and any person or organisation wishing to put forward ideas should write to:

The Department of Industry
Small Firms Division
Abell House
John Islip Street
London SW1P 4LN

Letters to the Editor

Letters to the Editor should be addressed to the Editor, *Trade and Industry*, Room 437, 1 Victoria Street, London SW1H 0ET, and *not* to HMSO.

Reducing the form-filling burden on small firms

Gerald Kaufman, Minister of State, Department of Industry spoke during the debate on the motion for adjournment 'Burdens imposed on small firms by official form filling (case of Wilbury Engineering)'. The following are extracts from his speech.

In order to administer an advanced industrial society, with the best will in the world, form filling cannot be avoided. There is, for example, the collection of taxes – an unhappy obligation but, nevertheless, one that is necessary for the good government of the country. There is the management of our system of social security – again something that benefits many millions of people. There is the payment of Government grants or subsidies, and small firms, among others, are obviously glad of any assistance that they can rightly and satisfactorily obtain from the Government. There is the compilation of statistical information, on which so many things, including our parliamentary debates, depend. All these depend on the distribution of documentation and the completion of forms. That is not to say that the Government are not concerned about the burden of form filling.

It is Government policy to minimise the burden of documentation and of form filling which rests on firms. I attach very great importance to this. Ministers have made it clear recently, in replies to a series of questions put by the hon. Member for Harrow, Central (Mr. Grant), that all forms are kept continuously under review, with a view to reducing the burden wherever possible.

Bolton Committee's recommendations

In November 1971 the Bolton Committee of Inquiry on Small Firms reported. The Committee's terms of reference were

> 'To consider the role of small firms in the national economy, the facilities available to them, and the problems confronting them; and to make recommendations.'

The burden imposed on small firms by official form filling was one of the aspects considered by the Committee, and a number of recommendations were made.

These recommendations included, first, an extension of the powers of the Survey Control Unit of the Central Statistical Office to object to all statistical surveys not considered by it to be essential in character and explicitly justified; secondly, the development of a central register of businesses; thirdly, the suggestion that all departments should review existing and proposed forms with an eye to their cost to industry and with a view to redesigning and simplifying them; fourthly, the passage of statistics between different departments should be increased, where possible.

In an attempt to improve the situation of the 1¼ million or so small concerns contributing to the gross national product, action has been taken to implement the Bolton Committee recommendations as rapidly as possible, and most of them have been partially or fully implemented.

Survey Control Unit

Let me first describe the work of the Government's Survey Control Unit in the Central Statistical Office. In 1974, my right hon. Friend the Prime Minister renewed a directive to departments made by his predecessor in March 1972, asking them to improve arrangements for the scrutiny of all statistical surveys. Departments are required to report as early as possible to the Survey Control Unit all proposals for new surveys and significant changes to existing surveys. It is the job of the Survey Control Unit to look critically at these proposals, to eliminate unnecessary duplication and to ensure that the value of the purposes served by each survey justifies its cost both to industry and to Government.

Before any new statistical survey is undertaken by my Department, representatives of industry and potential users are always consulted. No new survey is carried out without the "go ahead" from a Minister.

Central register

I turn next to the central register and the question of the passage of information between departments. An encouraging development towards easing the burden of form filling was Section 55 of the 1973 Finance Act. This has enabled certain information about individual businesses obtained from value added tax records – namely, name and address of the business, its industrial classification, turnover and status – to be passed by Customs and Excise to the Business Statistics Office (BSO) for statistical purposes. The information is held on magnetic tape and is passed at negligible cost. Until this information became available, the BSO was not able to obtain an indication of the size of a firm in terms of its turnover or its industry classification without first having to send it a form to fill in. This can now be avoided. The VAT information is now being used by the Business Statistics Office to employ sampling methods in its inquiries to a much greater extent than was possible in the past.

For example, the BSO addressed an inquiry to a sample of 28,000 wholesalers in respect of their businesses in 1974, and some 50,000 businesses were exempt from the inquiry. These would otherwise have been required to complete forms. A sample inquiry into retailing for 1976 will go to not more than 30,000 businesses out of a total of some 350,000. Smaller retailers in the sample with a turnover of less than £50,000 will be asked to complete only a simplified form.

So far as we can judge, statistical forms account for only a small proportion of the total number of forms sent out by Government – fewer than one in five. Of these, the great majority are directed to the medium-size and larger firms. In order to reduce the burden of form filling on small firms, the forms sent to them generally contain fewer questions and are simpler and easier to complete than those sent to the larger ones.

Returns made by businesses are continuously reviewed, with a view to simplifying them and making sure that they are not sent unnecessarily to smaller firms. Recently, for example, my department completed an extensive review of the quarterly sales inquiries directed to manufacturing industry. As a result, the exemption limit for 20 out of 165 manufacturing industries has been raised from the normal level of 25 employees to a level of 50 employees. There will, of course, be some marginal deterioration in the quality of the statistics in consequence, but this must be set against the advantage that 1,000 establishments which previously received questionnaires each quarter will no longer do so. In fact,

Do you use statistics?

The Government Statistical Service (GSS) prepares a wide range of reliable and detailed figures on the United Kingdom. It is usually worth checking to see if what you want is available from them. You can see many Government statistical publications at your local public library, buy them from HMSO or refer to the comprehensive collection held at the Statistics and Market Intelligence Library, Export House, 50 Ludgate Hill, London EC4N 7HU (tel. 01-248 5757 ext. 368).

A free pamphlet, *Government Statistics – a brief guide to sources*, gives up-to-date contact points in Departments for further information. You can obtain copies from regional offices of the Department of Industry or by writing to the Central Statistical Office Press and Information Service, Great George Street, London SW1P 3AQ.

there are some 80,000 manufacturing establishments with less than 25 employees now exempt from completing the quarterly and monthly returns sent out by the BSO.

There are about 29,000 manufacturing establishments with 25 or more employees which receive these questionnaires. In the Annual Census of Production from 1973 onwards, the exemption limit was reduced from 25 to 20 employees to satisfy the requirements of the European Economic Community, but only a short simplified census form goes to firms employing fewer than 100.

The BSO makes every effort to ensure that the questions it asks are as far as possible of a kind which can be answered from the records which businesses normally keep. On such matters it consults not only its statutory advisory committee but members of the accounting bodies, national organisations like the CBI, and trade associations. The BSO is aware, too, that a standard form which applies to all the firms in an industry can look very formidable indeed, with sometimes 100 or more questions on it, although perhaps only half a dozen of them apply to the average business. The BSO is therefore studying the feasibility of using its computer to generate a special form for each contributor to its quarterly sales inquiries which will list only the products that the contributor is known to make. A pilot scheme covering three industries is now under way.

I acknowledge that the Government are responsible for collecting a very wide range of statistical information from industry and trade. This information is required if economic developments are to be monitored and if sound policy decisions are to be made. The statistics provide the basis for the monthly Index of Industrial Production; the quarterly National Income Accounts and Balance of Payments Statistics; Indices of Wholesale Prices; statistics of sales and orders; statistics of capital expenditure, investment intentions, and stocks, and so on.

The Government Statistical Service cannot magic or invent these statistics; they have to be based on information supplied from the business community itself. The great majority of firms appreciate this and recognise the necessity for providing the information and co-operate well. I should like to record the Government's appreciation to these firms for their co-operation.

Accounting accuracy is not required in most of the statistics collected by Government, but the Business Statistics Office imposes checks on the information it receives and these checks identify gross inaccuracies, which can, if necessary, be investigated with the firms concerned. If firms experience special difficulties in providing information required, my statisticians are always willing to discuss the problems with them.

The Government are deeply conscious of the need to minimise the burden of form filling on smaller firms, and that these matters are kept under constant review by the Government and their Statistical Service.

Insurance experts to advise Government – new panel announced

A new advisory panel of 17 insurance experts is being set up, Peter Shore, Secretary of State for Trade, announced on 7 April.

Mr. Shore told the annual conference of the National Union of Insurance Workers at Bournemouth: 'I hope this will help us to spot the potential danger areas in good time.

'For example, the panel will be able to guide us on new types of policies on offer to the public and will enable us to keep closer in touch with conditions in the insurance industry. Prevention is better than cure.

'We want to avoid what has sometimes happened in the past – having to take emergency action to deal with the consequences of unwise policies that may have proceeded to a point where failure or rescue becomes inevitable.

'I have therefore invited 17 people from the insurance companies, from Lloyds, from among insurance Brokers, from those best able to represent the interests of policyholders, and from the trade unions in the industry, to hold themselves available for a period as my advisers.'

Marketing

Discussing the control of insurance marketing, Mr. Shore also announced that new regulations on insurance intermediaries would be published on 8 April. They will require disclosure to prospective policyholders of any relevant connection between intermediaries and the company whose policies they are selling. (See *Trade and Industry*, 9 April, page 71.)

Equity Bank

Mr. Shore also welcomed the proposal for an Equity Bank which is being studied by a working party of financial institutions set up by the British Insurance Association.

He said: 'Opponents of the idea have, of course, emphasised that insurance companies are trustees of the savings of ordinary people and therefore must act with due responsibility. This is unquestionably true.

'But it is surely obvious that it can benefit no one – least of all small investors – if our economy is starved of necessary investment.

'The longer term interest of insurance companies, of their policyholders – indeed of everybody in this country – is inextricably linked with the health of British manufacturing industry.'

Stanley Clinton Davis, Parliamentary Under-Secretary of State for Companies, Aviation and Shipping, named the 17 people who will advise the Secretary of State for Trade on the exercise of his powers under the Insurance Companies Act 1974.

Answering a parliamentary question on 7 April from Mr. Ted Graham (Enfield, Edmonton), Mr. Clinton Davis said:

'I am pleased to be able to announce that the following have agreed to accept appointment as advisers:

Mr. K. H. Allen (General manager and chief actuary, Commercial Union Assurance Co. Ltd.)
Mr. D. B. Berry (Managing director, Refuge Assurance Co. Ltd.)
Mr. I. R. Binney (Chief executive, C. T. Bowring and Co. (Insurance) Holdings Ltd.)
Mr. A. H. Chester (Lloyd's)
Mr. W. Cowan (National officer, Insurance Section, Union of Shop, Distributive and Allied Workers)
Mr. J. Gaselee (Freelance journalist)
Mr. C. B. Heath (General manager (UK) General Accident Fire and Life Assurance Corporation Ltd.)
Mr. J. B. Hughes (Deputy chairman, Lowndes Lambert Group Ltd.)
Mr. R. J. Kiln (Lloyd's)
Mr. G. A. Kingsnorth (General manager and actuary, Scottish Widows Fund and Life Assurance Society)

Small Firms Information Centres

Centre	Telephone	Freefone area	Freefone	Telex
Birmingham	021-643 3344	West Midlands	4054	337919
Bristol	294546	South West	9910	449650
Cardiff	396116	Wales	1208	497515
Glasgow	041-248 6014	Scotland	846	779334
Leeds	445151	Yorks/Humberside	5361	557687
London	01-828 2384	London & South East	2079	917920
Luton	29215	Eastern	372	826115
Manchester	061-832 5282	North Western	6005	667952
Newcastle	25353	Northern	529	537429
Nottingham	49791	East Midlands	4062	377313

Mr. E. Lorenz (President, National Union of Insurance Workers)
Mr. W. Reynolds (National secretary (Insurance), Association of Scientific, Technical and Managerial Staffs)
Mr. J. M. Seatter (Group risk manager, United Glass Ltd.)
Mr. E. J. Turner (Director and manager, Guildhall Insurance Co. Ltd. (Sun Alliance and London Insurance Group))
Mr. M. A. Weinberg (Managing director, Hambro Life Assurance Ltd.)
Mr. G. L. Williams (General manager (Home), Guardian Royal Exchange Assurance Ltd.)
Mr. J. Williamson (General manager for the UK, Royal Insurance Co. Ltd.)

Notes

The advisers, who are drawn from all sections of the insurance industry and from its customers, will be consulted in confidence on matters within the field of their experience. As well as giving advice on particular subjects when requested, they will also be available to help the Department to identify potential problems at the earliest possible stage.

Section 29 of the Policyholders Protection Act 1975 enables the Secretary of State, despite the restrictions in Section 111 of the Companies Act 1967, to disclose relevant information about individual companies to the advisers in order that they can advise him on the exercise of his powers under the Insurance Companies Act 1974.

Advisers will not receive remuneration; they will be able to reclaim expenses in accordance with the usual rules.

When the advisers meet as a panel the chairman will be the Head of the Insurance Division of the Department, and the Government Actuary will also sit on the panel.

Insurance Companies Act 1974: Authorisations

The following authorisations to carry on insurance business in Great Britain were issued by the Secretary of State for Trade under Section 3(1) of the Insurance Companies Act 1974 during the period 1 February to 31 March 1976.

Name of insurer, registered office or address in Great Britain	Country of incorporation if outside Great Britain	Date of authorisation	Class or classes of insurance business for which authorisation was issued
All Counties Insurance Co. Ltd., Ambassador House, Brigstock Road, Thornton Heath, Surrey	—	2.2.76	MV
Greenwich Insurance Co. Ltd., Abbey House, Farnborough Road, Farnborough, Hampshire	—	26.3.76	MAT
London Aberdeen and Northern Mutual Assurance Society Ltd., Hearts of Oak House, Euston Road, London NW1 2DL	—	23.2.76	I, OLT

Classes of business:

I	Industrial assurance business
LIAB	Liability insurance business
MAT	Marine, aviation and transport insurance business
MV	Motor vehicle insurance business
OLT	Ordinary long term insurance business
PL	Pecuniary loss insurance business
PA	Personal accident insurance business
PROP	Property insurance business

Dover Strait 'rogue' vessels to be reported to marine insurers

British and foreign ships sailing the wrong way in the Dover Strait Traffic Separation Scheme will be reported to marine insurers. As from this month the Department of Trade will supply insurers at monthly intervals with the names of such vessels as reported by the British and French radar surveillance stations.

Where the reported offence may have been justified by special circumstances or the identity of the vessel is in doubt, names will not be released.

The insurers will not take action on individual cases but will take the reports into account when assessing the safety record of fleets for the purpose of fixing insurance premiums and the conditions attached to the policy.

Notes

Radar surveillance of the Dover Strait is carried out by the Channel Navigation Information Service centres at St. Margaret's Bay and Cap Gris Nez. It is supplemented by aircraft and surface vessel patrols.

'Rogue' ship identifications are analysed by the Department of Trade's Marine Division to eliminate cases where the identification is doubtful or contravention was justified by weather or other circumstances. Remaining cases may lead to the prosecution of masters of British ships, or the reporting of the contravention to the responsible flag state. Many successful prosecutions have followed.

Observance of the scheme is recommended by IMCO and is mandatory for the ships of seven countries including the UK. It will become mandatory for all contracting states when the revised International Regulations for Preventing Collision at Sea come into force, almost certainly in 1977.

Vessels reported as contravening the Traffic Separation Scheme were as follows:

1974	Through traffic	2,123
	Crossing traffic	9,563
	Total	11,786
1975	Through traffic	1,126
	Crossing traffic	7,617
	Total	8,743

Trawlers account for about 60 per cent of the vessels identified as contravening the scheme (mainly French and Belgian). The flag states (by percentage) of other contravening vessels identified in the year ended 31 July 1975 were:

	Per cent
Federal Republic of Germany	22
Netherlands	13
United Kingdom	9
Cyprus	7
Denmark	7
France	6
Panama	6
Norway	5.7
Belgium	3.6
USSR	3
Others	17.9

To a large extent, the list reflects the different usage of the Strait by vessels of the various flag states. West German vessels are the most numerous and their administration has been active in prosecuting offenders.

Vehicle and General – Inspectors' Report published

The report of inspectors appointed to investigate the affairs of the Vehicle and General Insurance Co. Ltd. was published on 9 April.

The inspectors, Mr. T. M. Eastham, QC, and Mr. R. T. M. McPhail, MBE, CA, were appointed on 9 March 1971 under the provisions of Section 165(b) of the Companies Act 1948.

The Inspectors' Report was submitted on 8 May 1972.

A compulsory winding-up order was made against the company in the High Court on 22 March 1971. The joint liquidators are Mr. P. F. M. Sewell, FCA, of Messrs. Coopers and Lybrand, Abacus House, 33 Gutter Lane, Cheapside, London, EC2, and Mr. R. Cork, FCA, Cork Gully and Co., 19 Eastcheap, London, EC3.

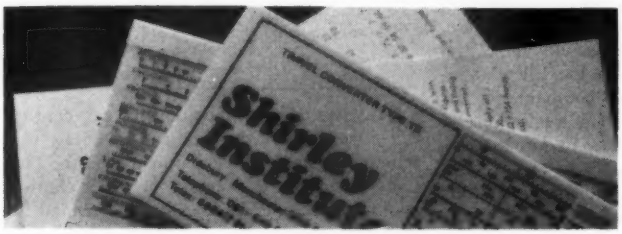
Copies of the report are available from HM Stationery Office, price £8.70.

Clearance of merger proposals

Shirley Williams, Secretary of State for Prices and Consumer Protection has decided, on the information at present before her, not to refer the following proposed merger to the Monopolies and Mergers Commission under the provisions of the Fair Trading Act 1973.

Polygram BV and the Robert Stigwood Group Ltd.

Shirley studies textiles...



The Shirley Institute at Manchester claims to be a leading research organisation in the textiles field. But there are a lot of neighbouring fields in

Shirley Institute claims to be a leading research organisation in the textile field. But exactly how do you define textiles?
We define textile products as those which include material whose lengthwise dimension is much greater than its breadth, that is, fibrous materials. Such products range from intricate components for implants or pressure measuring probes for use in brain investigation to those used in the reinforcement of temporary roads. Between these lie the whole gamut of clothing, household furnishings, and fabrics, for a whole range of industrial and military requirements.

That's a fairly wide range of uses. I believe you are also involved in energy conservation.
Yes, we're in fields which are closely related to the manufacture of textiles and the environment of the work force. These include surveys on the utilisation and waste of energy, and we've recently been appointed a lead contractor by the Department of Energy for such survey works. We look at the dust and noise to which operators can at times be exposed, and also at the external environment, through effluent treatment, in order to remove undesirable chemicals and colour and thus keep our waterways clean and healthy.

Would you say, then that the Shirley Institute has now moved away from its traditional role in the textile industry and can now help a much wider range of industries?
That's right, and this has been by evolution in the way that the textile industry itself has changed; the textile industry draws upon a very wide variety of materials provided by nature, by the petro-chemical and other chemical industries. It is also the supplier of a very wide range of customers, ranging from the man in the street, through Government departments, health organisations and defence establishments to major industries, such as motors and aerospace.

So, in effect, you deal not only with energy conservation but also quite extensively in environmental control?
Yes. The two things are of course not entirely unrelated because we can look upon wasted energy as being not only a waste of money but also, in one sense a pollutant of the environment.

Has this broadening of your outlook, been deliberate on your part, or has it evolved naturally from your work for the textile industries?
Both in effect. The changing nature of the British textile industry has meant that, despite the very strong support and encouragement that they have and still are giving us, we have been encouraged to look for alternative sources of finance, so that we can continue to be a viable organisation, which the textile industry uses, without having to pay the full cost of the facilities or skilled staff. With this in mind we decided to diversify in two ways – on a geographical basis, so that now we are in a position to serve the world textile industry, and on a subject basis, so that we can serve all those industries which either provide the textile industry with their materials, or which use the products of the textile industry – and nowadays that's almost everybody!

Presumably, work on such things as effluent control is a development of earlier work you've done for the textile industry?
Certainly, yes. In the early days, the textile industry was set up near readily available supplies of water, as a source of power and for the dyeing finishing activities of the industry, and in recent years the industry has been very careful to take all possible steps to avoid polluting what is a very important natural resource – water. The Institute has done a great deal of background work into the nature of pollutants, how they can be detected and how they can be prevented from entering water courses in the first place. As a result of our findings, we have been able to suggest improvements to the relevant treatment processes.

But how about noise? Even in fairly modern textile plants the noise level is still fairly high – have you done much work in noise level control?
Yes. So far, most of our work has been on the measurement and characterisation of the various forms of noises. But we've also done some work on the control, as far as it is possible, of noise levels. We have also assessed and recommended various forms of hearing protection, for operators. We would very much like to do some further work on the modification of certain types of machine to see just how we can further reduce noise levels and, if possible, increase the efficiency of both the machine and its operator. Noise is an indication of energy which is not being used efficiently. But more importantly its effect on the operator reduces his personal efficiency in doing his job, and can lead to accidents. So clearly, if one can reduce noise levels, one can increase efficiency. We would be very interested in following this through, but whether we can do so depends entirely upon availability of funds.

How much have you achieved so far? With the recent Health and Safety legislation, there's clearly much greater emphasis on noise and pollution control now.
We have a programme of work on the control of dust in textile processing. Some of this was done a considerable time ago, and the results were not fully utilised until it became apparent that, as a result of modern processing methods, dust has become a problem, sometimes in sectors of industry where until now it has not been considered a problem. Indeed, we now do have a Government contract to investigate such problems in winding and weaving processes. Our past research has led to marked improvements in the atmosphere of cardrooms in spinning mills.

It might strike some as a paradox that, at a time when the cotton industry is basically contracting, here you are, the

in their broadest sense

which the institute is also interested, explains Dr. David Jones, head of projects and membership department, in an interview with Alan Williams.

industry's research Institute seeking to expand. What's the explanation?
Well, it's important to remember that the contraction in the industry is a contraction in every section and that it is still an industry capable of a very large output. It has changed from a labour-intensive craft industry to a capital machinery-intensive technological industry. As a result, the demands upon us as an Institute have changed. A more highly equipped industry and a developing one needs even more research than the old industry did. Our principal research work for the textile industry now consists of examination of the relationship between the input materials, the ouput materials and the way in which they behave during processing by new machinery.

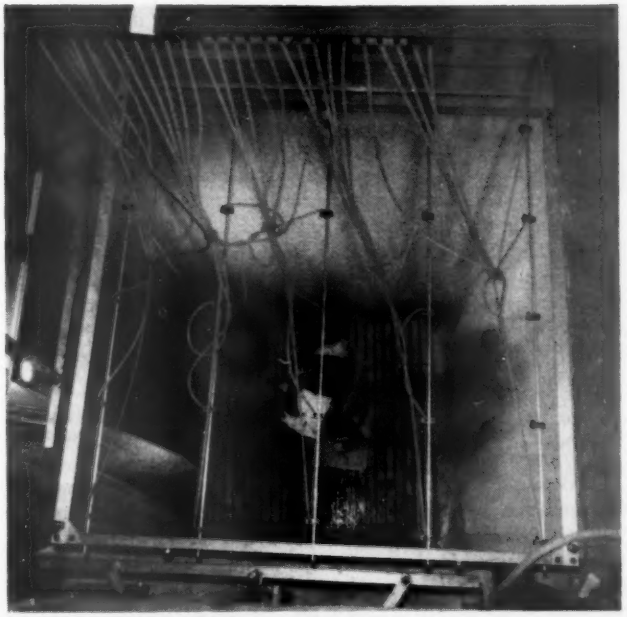
We're also very interested in the technological development of new products – we have a Textiles Products Division which concentrates actively on this, right from the fibre stage to the end product. We do a considerable amount of quality control and problem solving for the industry, and we also provide a consultancy service which is related to new investments, re-equipment and the modernisation of factories. But even so, we have in the past had capacity to take on even more work, and we have broadened our horizons by approaching companies, mainly in Europe and North America. I should say, incidentally, that this has been with the express agreement of our Council which consists of senior executives of the UK textile industry.

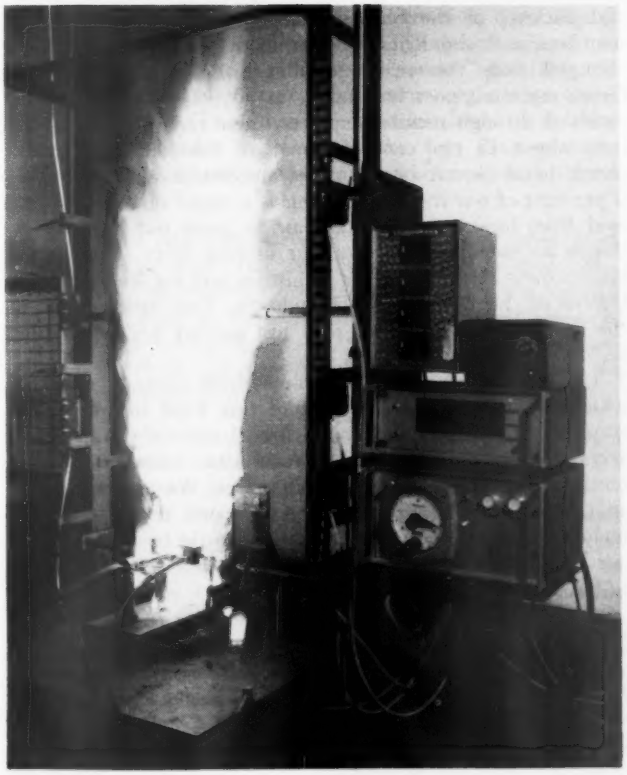
Your original base was very much the Lancashire cotton industry, but with the introduction of man-made fibres, your base even within textiles has obviously broadened much more. What percentage of your work is still with the traditional cotton industry as opposed to, say, man-made fibres?
We estimate that only about 40 per cent of our work is now concerned with those parts of the industry that process cotton fibres only. The remainder is concerned with man-made fibres or mixtures of cotton and man-made fibres.

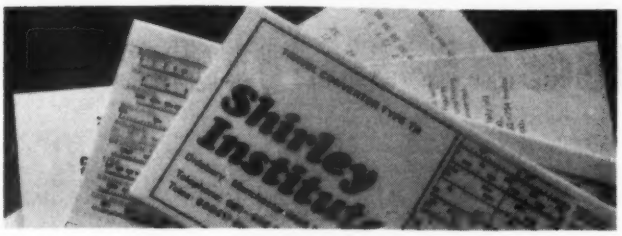
So presumably you do a fair amount of research into the mixing of man-made and natural fibres?
Yes indeed. We look very carefully at the relationship between the end properties of the textile material and the blend fibres which go into it originally, and we also look at ways of modifying man-made fibres – flameproofing them, making them resistant to the build-up of electrical charges, and treating them in such a way that their physical properties such as bulk, handle and drape can be modified. I think our success in this field can be judged by the fact that we do from time to time carry out evaluations of new or modified fibres for major fibre producers. We can do all this at the Institute, starting with the fibre and ending up with a range of finished products.

For decades we have been told that the domestic cotton industry is declining, but is this still really true?
The textile industry is extremely resilient! The industry in

Shirley Institute's test capabilities cover a wide range of conditions, for example from checking water proofing of textiles to testing for flammability.







The Shirley Institute's sliding-scale pocket converter assists exporters and visitors to Britain with the conversion of currency and other units like Centrigrade/Fahrenheit, metres/yards, litres/pints. It can be used to convert practically every currency in the world into sterling and it overcomes the problem of fluctuating exchange rates. The face of the converter provides eight scales marked in dollars, francs, deutschmarks, lira, kroners, guilders, escudos and pesetas but each scale can be used for many other currencies. Having determined the rate of exchange and setting the converter to this value, the sum of money can be read at a glance in terms of pounds sterling. The reverse side of the durable plastic converter contains 11 scales to translate units of length, weight and volume plus tables for converting British and Continental clothing sizes.

Great Britain is characterised by at least two things. It is a very inventive industry and it is also an industry which is capable of adaptation and certainly in my own opinion it has passed through its worst moment. Many firms are showing themselves, through this readiness to adapt and diversify, able to take advantage of improved situations. Some excellent newly equipped mills are producing high quality fabrics in ever increasing quantities.

How about the much talked about low cost import. Do you do research work for manufacturers outside the UK?
Yes, we do work for manufacturers and government organisations outside the UK, mainly in the EEC countries of Western Europe and North America. In the future, we might see some changes in the balance of our workload, because it is quite significant that countries which we traditionally look upon as competitors, such as Hong Kong are now themselves in difficulty because of competition from other countries including Taiwan and Korea.

When the Institute was set up, way back in 1919, you were 'Government-backed'. Is that the position today?
The decision to set up the so-called Co-operative Research Organisation for the Lancashire sector of the British textile industry, was taken during some of the darkest hours of the first world war. It was an act of faith, a bold step into the future which has been justified ever since. The industry received Government support and for many years the financial backing of the Shirley Institute was divided between members and the British Government. Circumstances have changed over the years, so that not too long ago the Government support had fallen to 30 per cent of the sum received through membership fees, these now accounting for only about 15 per cent of our total income. In financial terms direct Government support amounts now only to 7 or 8 per cent of our income, and this is a major change. Having said that, however, it is only fair to point out that we do derive an important part of our income from research for Government through various Ministries and the Requirements Boards of the Department of Industry. This new scheme of the Requirements Boards is only just starting and time alone will tell how successful it will be.

The rest of our money now comes from contract research, which accounts for almost half of our total income, some consultancy, a great deal of technical service work, which accounts for about 20 per cent of our income, and the remainder from our information services. We are recognised as a major publishing organisation for world textile literature including our international journal for world textile abstracts, our training services are also substantial and of great value to the textile industry.

So there has been a major change in emphasis from the original co-operative idea to a contract-based operation. How much of this work has an international element – how much, if you like, does Shirley Institute earn in terms of invisibles?
Over the past six years we have grown to a position where today about a quarter of our contract income comes from international sources and this is growing – and of course, it is entirely an invisible export.

Are you happy about the move to contract-based work?
Oh yes. If you define contract work as that which involves a clearly defined contractual agreement with UK firms for a programme of work which is paid for by them, it is in fact now our largest single area of work. Work on a similar basis is carried out for individual companies, government departments and international organisations. We are encouraged by the fact that we receive many repeat orders; in the last four years alone we have carried out over 200 major projects for 140 organisations. This, we believe, is another measure of our success in meeting customer requirements, because much of the work that comes to us comes by the firm approaching the Institute. No one is obliged to come to us for help! We carry out fixed-term contracts keeping within the constraints of time and money agreed with the client.

What percentage of your consultancy work is totally unrelated to the textile industry?
A surprising amount. One of the major industries related to textiles is the chemical industry, and our consultancy work in this field has included new uses for chemicals and developments in filtration. Filtration is a growing industry and we are increasing the amount of specialised work in this field; we have had a great deal of success in the last three years in our work on filtration, and we are seeking to become pre-eminent in this area.

You seem to be saying that the Shirley Institute stands ready to help a large number of firms outside the traditional area of textiles. But are you happy that industry in general in the North West is aware of the services you can offer?
Not at all! It is odd, but with the obvious exception of the textile sector of industry in the North West, local industry does not use our services nearly as much as their brethren much further afield! In this one is thinking in particular of the plastics industry, of the foam industry, of the solvents industry and possible transport, building, brewing and the food industry. I mention the last two because we have a very active section working on biochemical problems and one of the fields in which we've made considerable headway is enzyme chemistry, the prevention of deterioration of materials and certain specialist work on the upgrading of animal foodstuffs.

If I come to the Shirley Institute with a problem, how can I be sure that you're going to look after the security aspect of my business?
The very existence of the Shirley Institute for more than 50 years has depended upon the rule that we never pass on information from one firm to another. This has become of even greater importance, if that's possible, with the large increase in contract research work which we now carry out for individual companies. In fact, there are three requirements which we consider to be of almost equal importance in the carrying out of contract research – the technical excellence of

Examples of the range of components that come under the scrutiny of experts at Shirley Institute. Inquiries should be addressed to the Shirley Institute, Didsbury, Manchester M20 8RX (tel. 061-445 8141, telex 668417 Shirley Mchr).

our work, the ability to guarantee absolute confidentiality, the very careful cost control so that we can give accurate estimates for the work and stick to them, and an ability to communicate the results and findings to the client. When we set up a piece of contract work we appoint a project team and we deliberately encourage the Project Leader to get on Christian name terms with his counterparts in industry. The name of the company concerned will only be known to the project leader, to one or two senior members of staff, and to those members of the project team that have to be drawn intimately into contact with the sponsor. We know that nowadays security is of great importance, and we are pleased to emphasise that no one should be deterred from approaching us on security grounds. We are confident that we can provide a degree of confidentiality at least as great as the client enjoys within his own company.

But what happens if, along the way you discover something rather interesting? Does it become part of the corporate knowledge of the Institute?
There are two points here. Any novel factor that is discovered becomes the property of the sponsor and will be patented in his name if he so wishes. The general background knowledge that is gained becomes part of the technical and scientific inheritance so to speak, or accumulative knowledge of the project team and as such is available within the corporate body of the Institute, but subject to whatever patent and licensing protection that is arranged by the client. The most suitable analogy is that of the information which a doctor or a lawyer holds about all his patients or clients – it adds to his knowledge and experience but is never discussed in such a way that it can be identified, either in technical terms or so that the sponsor can be pin-pointed, or his rights abused.

The man in the street tends to suspect that research institutes are full of boffins sitting in back rooms playing with chemistry sets. How do you manage to keep a tight rein on cost control?
That popular image of science and technology is of a situation which no longer exists. Nowadays, the vast bulk of scientific research and technological development is not open-ended because objectives are very clearly defined at the start. In fact, when we draw up a research proposal, one of the first things that appears on the front page is the objective. The objective can be monitored in technical terms and in cost terms, because it is not too difficult to estimate the cost of carrying out the work to that point. A quotation is given to the sponsor on that basis and, once the work starts, our own accountants feed back financial information to the project leader in such a way that he can monitor the financial progress of his project. The technical progress is monitored jointly by the project leader and the sponsor. If the nature of the problem is such that it is not possible initially to define clearly the target and costs, we invariably suggest a limited feasibility study at the end of which it is possible to make more definite proposals.

Financially, that sounds reassuring, but how can you be sure that in the process you're not stunting creative ideas – what happens if a chap has an idea perhaps a novel theory, but has no finance to support it?
This is the universal problem of modern science. The individual innovator or the man with the creative spirit must be given an opportunity to follow his theories through, even if at the end of the day he has to admit that his idea won't work after all. Just occasionally that sort of work throws up a real winner, and we have taken care of this by ensuring that each departmental head here at the Shirley Institute has the right to propose projects of limited duration to be funded from our own finances. There are, if you like, internal feasibility studies so that a project leader or indeed any other scientist or technologist with a good idea can, if he convinces his departmental head and senior colleagues, do a limited amount of work on his pet theory. His work would be monitored in the same way as any other project and if it appears to be promising we would either support it ourselves to fruition or go to members, individual firms or groups of firms for further support. This is an interesting point because in fact a considerable proportion of our most original work, particularly on flammability, advanced composite materials, and the biodegradability of materials, as well as the performance of rainwear and certain market studies are all carried out on this basis.

How, as a research institute, do you measure success?
From our point of view there is only one measure of success – the demands which customers and potential customers make upon us and the frequency with which they come to us and place work here! Happily, this has been most encouraging, despite the present economic recession. Contracts agreed and signed during February 1976 total nearly £60,000, the highest figure for any single month since we started doing contract research. The other factor which leads us to think that perhaps we are successful is the fact that so many organisations from all over the world come back to us repeatedly.

Do you have any indication of how much of your work actually results, in the end, in a new or improved product?
Yes, we do. The research work carried out here is not research work which stops at the laboratory or pilot plant stage. In many of our contracts it is possible to see an actual end product in which our people have been involved from the first idea, through all the development stages.

Finally, Dr. Jones, it is clear that the Institute has changed considerably since it was set up, and especially in the last ten years; how do you see the future, the next decade?
The next decade, hopefully, will continue to see an advance through evolution. We will continue to serve the textile industry, but we will also continue to diversify. We take on new work not in a random fashion, but only when we have the technical competence, and I am confident that the new projects we embark on are well-founded, that there is a commercial demand for them and that at the end of our work, whether it be for three months or three years, that for some firm or organisation outside the Shirley Institute, there is a measurable definite benefit.

Technology News

Heat transfer from Harwell

Two new computer programs written by the Heat Transfer and Fluid Flow Service at Harwell will be introduced to engineers generally for the first time at the forthcoming European Chemical Engineering Congress and Exhibition. The Congress, ACHEMA, '76 takes place in Frankfurt 20-26 June.

The two programs bring to 16 the total number of sophisticated computer design packages now available from HTFS.

ACOL 3, the latest program, is specifically for the performance of an air-cooled heat exchanger with single-phase flow or condensation on the tube side.

The second program, TASC 2, makes possible the thermal design and performance of a shell and tube heat exchanger with options for condensation, single-phase or boiling flow.

HTFS is an international organisation providing design and research information in applied heat transfer and related fluid flow fields. Access to the scheme is by annual subscription, plus an entrance fee. The 'club' now consists of 108 companies. These are drawn from manufacturers of heat exchangers, contractors who design plant and the large processing and power groups which use heat exchange equipment.

The computer programs are backed-up by a full information service and a handbook for use by the designer.

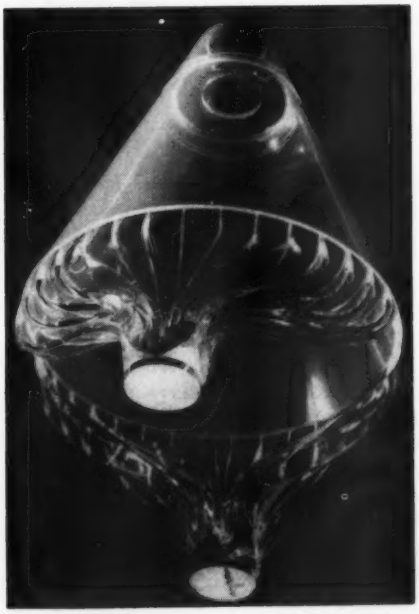
Another exhibit by HTFS is the Laser Anemometer. This was designed originally for quantitative studies of turbulent recirculating gas flows encountered in nuclear engineering. Many of its features make it equally applicable to research in other fields of engineering, for example in furnaces and chemical process plants.

Also on show for the first time is a new fluid heating process which could have widespread applications in the chemical processing industry. The Harwell 'superheater' enables liquids or gases to be heated under conditions of very high flux. It employs electrically – conducting ceramic elements capable of operating up to relatively high temperatures. A licence for this process has been granted to an industrial organisation in the UK and the exhibit will illustrate the application of the principle to a particular industrial process.

The process is of general application and can be used not only for heating liquid and gases but also for vapourising and superheating a range of industrial fluids under conditions of relatively short residence time and rapid heating.

Harwell has developed designs for recuperative heat transfer systems in which the characteristics of thin-walled, small channel diameter, ceramic matrices are exploited so as to provide relatively compact and lightweight units for transferring heat between gases. The design has particular application to air preheating systems, for example in gas turbine and combustion air preheating systems. This technique can be applied to large air preheater systems leading to considerable economics in size and weight.

Scintillators for protonium experiments



The plastic scintillator material, which has been supplied from the Nuclear Enterprises Edinburgh Laboratories for this attractive radiation detector cone, is used to investigate new atomic energy particles. The cone and its light-guide assembly have been fabricated in the laboratories of CERN, the European Centre for Nuclear Research in Geneva, for experiments on protonium with the Centre's 28 GeV proton synchrotron.

Two groups of light guides convey any light signals produced by the particles passing through the plastic to photomultipliers. The cone will slide close to a gaseous hydrogen target which will receive a beam of antiprotons. It allows through its 4cm aperture (shown in the picture) those particles which are aligned along the axis of the target where they may form protonium – a temporary union of a proton and an antiproton. The experiment, being undertaken by a CERN/Daresbury/Maniz/TRIUMF team, will study this temporary union by observing the X-rays emitted as protonium 'de-exites' through its possible states.

Award for concrete research

The American Concrete Institute has presented its Charles S. Whitney Award to the Cement and Concrete Association for its research and development activities. The Award is made 'for distinguished research and development including both fundamental studies of concrete behaviour and effective practical application, particularly in design and construction of concrete bridges'.

At the outset, the Association's research activities were concentrated on various aspects of behaviour and performance of prestressed concrete including mix design, concrete properties, friction losses, transmission lengths, end blocks and ultimate strength, and also on the behaviour, design and construction of concrete bridges.

As new laboratories became available, work also began on skidding resistance of concrete roads, formwork design, surface finishes, blockwork, hydration reactions, creep, shrinkage and durability and fibre and polymer concretes.

From the early research and development work on bridges, the well-known load distribution procedure was evolved for use in design for abnormal load vehicles and traffic loading in general. This was followed by the establishment of a range of standard bridge beams in the early 1960s, which have been used widely in other countries as well as in Britain. This series of beams was later extended with a new range which was established jointly with the Department of the Environment.

The changing need for bridges, particularly the urban requirements, brought about a study of different forms of structure including box-spine beams and this, in turn, gave rise to the regeneration of interest in the use of model analysis and testing.

Micro-concrete, as a material for making scale models of concrete structures for test purposes was also developed. This material was used in structural models to provide specific design data and more general information on a considerable range of prestressed concrete bridges. Work was also carried out on concrete hinges, crack control in right slab bridges and the derivation of appropriate stiffness parameters for different computer approaches.

Mechanical health monitoring

The UK Mechanical Health Monitoring group has been formed to help industry avoid expensive breakdowns and to improve the safety of their machinery. Experts are available in every field of preventative maintenance and failure/fault diagnosis. The next informal meeting, on 'Vibration Monitoring' will be held on 26 November this year. For further information contact Dr. R. A. Collacott, School of Mechanical and Production Engineering, Leicester Polytechnic, PO Box 143, Leicester LE1 9BH.

Official Receivers' offices

Official Receivers are responsible for the administration of cases in bankruptcy and compulsory liquidation. Inquiries should be addressed to the nearest Official Receiver

High Court of Justice
Senior Official Receiver: J. B. Clemetson

Bankruptcy
Thomas More Building, Royal Courts of Justice, Strand, London WC2A 2JY (Tel: 01-405 7641)
Official Receivers: D. A. Thorne; J. Tye

Companies Winding-up
Atlantic House, Holborn Viaduct, London EC1N 2HD
(Tel: 01-583 8931)
Official Receivers: L. R. Bates; N. Saddler; H. W. J. Christmas

Birmingham
Commercial Union House, Martineau Square, Birmingham B2 4UP
(Tel: 021-236 8831/7)
J. F. Hirst

Bournemouth
Burlington Arcade, Bournemouth BH1 2JS
(Tel: 0202-28208/9)
R. F. Savage

Bradford
West Riding House, Cheapside, Bradford BD1 4LJ
(Tel: 0274-33651/2)
V. Duffy

Brighton
Windsor House (East Entrance), 30-35 Edward Street, Brighton BN2 2JZ
(Tel: 0273-64301/4 and 688265/8
J. F. O'Reilly

Bristol
Sun Alliance House, 4 Colston Avenue, Bristol BS1 4BN
(Tel: 0272-290268)
D. S. Clackett

Cambridge
49 Bateman Street, Cambridge CB2 1LT
(Tel: 0223-53930 and 59646)
W. J. Llewellyn

Canterbury
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H. Robertson

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(Tel: 051-236 9131/2)
K. Matthewson

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M. Clark

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8/12 Furnival Gate, The Moor, Sheffield S1 4QN
(Tel: 0742-26691/3)
T. Wilks

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21 London Road, Southampton SO9 1NQ
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R. F. Savage

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2nd Floor, Colman House, 61 Victoria Avenue, Southend-on-Sea SS2 6EF (Tel: 0702-41316/7)
J. M. Christenson

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4 Bridge Road, Stockton-on-Tees, Teesside TS18 3BP
(Tel: 0642-65598/9)
F. Durkin

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(Tel: 0782-45256/8)
A. K. Sales

Swansea
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P. W. Nunn

Watford
40 Clarendon Road, Watford WD1 1HJ
(Tel. 0923-44288)
F. L. Sage

Parliament

Monday, 5 April

EEC membership and attraction of of foreign companies to UK

Mr. Neil Marten (Banbury) asked to what extent UK membership of the EEC has attracted industry to the UK in the last nine months.

'Since last July we have known of decisions by nearly 100 foreign companies to establish or expand in Britain,' Mr. MacKenzie replied. 'A further seven foreign companies have been offered assistance under the Accelerated Projects Scheme. Our membership of the EEC will have been a factor weighing with many of these companies.'

Accelerated Investment Scheme

Mr. Anthony Nelson (Chichester) asked what companies have received interest relief grants under the Accelerated Investment Scheme.

'Assistance under the Accelerated Investment Scheme has been offered to 19 companies,' said Mr. MacKenzie. 'As announced in July 1974, Selective Financial Assistance to individual companies is published in the quarter immediately following the first payment. The offers to BP Chemicals International Ltd., Lucas Industries Ltd., and Reckitt and Colman Ltd. have already been announced.'

Industrial production

'Is the Secretary of State for Industry satisfied with the current level of industrial production?' asked Mr. Peter Rost (South East Derbyshire) 'and how does it compare with the level two years ago?'

Mr. Carmichael answered that industrial production in the three months to January was 7 per cent below the level in the same period two years ago. He said that this was a matter of great concern but it reflected among other things the depth of the world recession through which we are passing.

HS 146

Mrs. Helene Hayman (Welwyn and Hatfield) asked for a statement about the future of the HS 146 project in view of the current redundancies at Hawker Siddeley Aviation (Hatfield).

Mr. Kaufman answered: 'The company have recently proposed an extension of the existing holding contract to increase the Government expenditure and the tempo of work on the HS 146. My officials are seeking further information from the company on a number of points. We will also wish to take account of the views of the chairman of the Organising Committee for British Aerospace before reaching a decision. I have discussed with M. Cavaille, Secretary of State for Transport in the French Government, the possibility of collaboration between British and French manufacturers on the HS 146 project.'

NEDC sectoral studies

Mr. Michael Grylls (North West Surrey) asked when the conclusions of the sectoral studies being conducted by the NEDC were expected.

'The tripartite groups carrying out the sectoral studies have been asked to submit their first reports to the NEDC by early June,' said Mr. Kaufman.

Relationships with nationalised industries

Mr. Peter Bottomley (Greenwich, Woolwich West) asked what measures the Government is considering to improve its relationships with the nationalised industries.

Mr. Varley said: 'The National Economic Development Office is currently carrying out a detailed study of the role of the nationalised industries in the economy and of the ways in which they are to be controlled in the future. The Government will publish its views on the NEDO study at the appropriate time.'

Planning agreements

Mr. Ian Gow (Eastbourne) asked how many planning agreements have been concluded with major industrial companies.

Mr. Varley answered: 'My department has exploratory discussions in hand with a number of leading companies in manufacturing industry, following discussions with representatives of both sides of industry. I hope to make a further statement shortly.'

National Enterprise Board

Mr. Robert Kilroy-Silk (Ormskirk) asked for a statement on the progress so far of the NEB in meeting its objectives.

Mr. Varley said: 'I am very satisfied with the progress made by the board. It has now sole ownership of Rolls Royce (1971) and Alfred Herbert: it has a controlling interest in British Leyland and Ferranti; and three other minority shareholdings. It is arranging to provide finance on commercial terms to several companies for building stocks of machine tools; it has joined other companies in bidding for overseas construction contracts that should generate substantial British exports; and it has a number of other projects at an advanced stage, but which are still commercially confidential.'

Mr. T. H. H. Skeet (Bedford) asked what financial objectives have been determined for the NEB.

'I shall be settling appropriate financial objectives for the NEB in the early summer, after consultation with the National Enterprise Board and the Treasury,' said Mr. Varley. 'The Government has indicated in the draft NEB Guidelines* that separate objectives would be set for the NEB's major holdings – for instance, those in British Leyland Ltd. and Rolls-Royce 1971 Ltd. These will be determined in the light of the long term plans of the companies.'

British Leyland

Mr. Frank Hooley (Sheffield Heeley) asked for a statement on the investment programme of British Leyland.

Mr. Kaufman told him: 'The company will be submitting to the National Enterprise Board its overall plans for capital investment to give effect to the broad programme in the Ryder Report. The National Enterprise Board will be reporting to me on the proposals.'

Motor industry

Mr. Ronald Atkins (Preston North) wanted to know the change in the British car industry's share of the world market since the UK joined the Common Market.

'There is no reliable indication of the size

* See *Trade and Industry*, 5 March.

Ministers at the Department of Industry

Secretary of State for Industry: Eric Varley
Ministers of State: Gregor MacKenzie
Gerald Kaufman
Parliamentary Under-Secretaries of State: Lord Melchett
Neil Carmichael

Ministers at the Department of Trade

Secretary of State for Trade: Edmund Dell
Peter Shore (until 9 April, see page 130)
Parliamentary Under-Secretaries of State: Eric Deakins
Stanley Clinton Davis

Ministers at the Department of Prices and Consumer Protection

Secretary of State for Prices and Consumer Protection:
Shirley Williams
Minister of State: Alan Williams (see also page 130)
Parliamentary Under-Secretary of State: Robert Maclennan

of the total world car market,' answered Mr. Carmichael. 'However the British share of estimated world production of cars has declined from 7.0 per cent in 1972 to 6.0 per cent in 1974 which is the latest year for which world production figures are at present available.'

A forecast was asked for by Mr. Hal Miller (Bromsgrove and Redditch) of the total demand for new cars in the UK market in 1976 and the percentage of that total that would be met by domestic production.

Mr. Kaufman answered that no official forecast is published. According to the industry's estimates the home market would be slightly above 1.20 million and import penetration would not be more than 33 per cent.

Mr. David Madel (South Bedfordshire) asked for an estimate of the total labour force in the car and truck industry likely to be required by 1980; and how this figure would compare with current labour force figures.

'No reliable estimate can be made,' said Mr. Kaufman. 'The number employed in 1980 will depend on the level of general economic activity and the demand for new cars and trucks associated with this. It will also depend on the success of British manufacturers in meeting competition both in the home market and overseas.'

Computer equipment

Mr. Edwin Wainwright (Dearne Valley) asked how many computers were produced in the UK during each of the last four years; and what was the total value in £ sterling in each case.

'I regret that the information is not available in the form requested,' said Mr. Kaufman. 'The total sales of British produced computer equipment were as follows:

1973 £353 million, 1974 £412 million, 1975 (estimated) £485 million.'

Mr. Norman Tebbit (Waltham Forest, Chingford) inquired about the sectoral industry report concerning the computer industry from NEDC.

Mr. Kaufman answered that the tripartite group carrying out the computer industry sectoral study had been asked to submit its first report to the NEDC by early June.

Glass manufacturing industry

Mr. Leslie Spriggs (St. Helens) asked to what extent the Department of Industry had restricted capital investment in any section of the glass manufacturing industry with special reference to the demolition of very old industrial buildings and the replacement of inefficient equipment.

Mr. Carmichael said: 'We have not restricted capital investment in this industry; on the contrary we have made assistance available through Regional Development Grants and Selective Financial Assistance under the Industry Act, 1972.'

Papermaking

Mr. Robert Kilroy-Silk (Ormskirk) asked if the Secretary of State for Industry had read the SOGAT publication 'The Crisis in Papermaking – Save Our Industry'; and if he would take action in the light of its recommendations.

Mr. Carmichael answered: 'I am well aware of the SOGAT publication to which the Hon. Member refers. My department is in day to day contact with the paper and board industry and unions on the main problems considered in it. Following the decision to include the industry in the Industrial Strategy list, a Tripartite Working Group is also considering the industry's problems and possible solutions.'

Aerospace industry

Mr. Ray Mawby (Totnes) asked for an estimate of the employment prospects in the aerospace industry over the next five years.

Mr. Kaufman said: 'Employment prospects depend ultimately on the industry's ability to sell its products in world markets where present conditions are uncertain. However the Government intends that the British industry should maintain a significant and profitable share of the substantial new business expected by the 1980s.'

North East Coast Shiprepairers

Mr. Trotter asked what percentage reduction there had been in the labour force of North East Coast Shiprepairers as a result of the closure of Greenwell's yard at Sunderland.

'There will be about a 14 per cent reduction in the labour force of North East Coast Shiprepairers as a result of the closure of Greenwell's yard at Sunderland,' said Mr. Kaufman.

Mr. Trotter also asked how many administrative staff are employed at the headquarters of North East Coast Shiprepairers; and what reduction in their number would be made as a result of the closure of Greenwells Drydock and dismissal of the labour force at that yard.

Mr. Kaufman said: 'Ten administrative staff are employed at the Headquarters of North East Coast Shiprepairers Ltd. whose work relates to the group as a whole rather than the individual group subsidiaries. At the present time North East Coast Shiprepairers have no plans to reduce the numbers employed.'

Mr. Frederick Willey (Sunderland North) asked for details of £25,000 provided for compensation and £50,000 in lieu of notice in the cost to North East Coast Shiprepairers of the closure of Greenwell Drydocks.

Mr. Kaufman said, 'These sums were contingency estimates provided to cater for any ex gratia compensation payments which might have to be made, or any need there might be for payment of wages in lieu of notice for men who become prematurely redundant.'

Mr. Willey asked: 'What are the specific requirements upon which the local management stated, as recorded in the report of the closure of Greenwell Drydocks Ltd. prepared by Touche Ross and Co., that, in order to ensure the long-term viability of the company, expenditure of £750,000 is required in the next few years?'

'The estimate of £750,000 capital expenditure provided by Creenwell Drydocks to Touche Ross was not prepared on the instructions of the department,' said Mr. Kaufman. 'I regret that no further information about this estimate is available.'

Mr. Willey asked for details of the assets of Greenwell Drydocks Ltd. which cost Sunderland Shipbuilders £1,255,000 and which are owned by Sunderland Shipbuilders.

Mr. Kaufman replied that the assets of Greenwell Drydocks costing £1,255,000 and, owned by Sunderland Shipbuilders were given by Touche Ross and Co. in this report to the department as:

Land and buildings	£891,000
Plant and machinery	£364,000

'What use do Sunderland Shipbuilders propose to make of the assets of Greenwell Drydocks at present owned by Sunderland Shipbuilders?' asked Mr. Willey.

'Sunderland Shipbuilders have no immediate plans to use the assets of Greenwell Drydocks', said Mr. Kaufman. 'They will maintain the assets on a care and maintenance basis.'

Motor vehicle servicing and repair

Mr. Mike Thomas (Newcastle upon Tyne East) referred to the liquidation of the Council for Vehicle Servicing and Repair, and asked if adequate advice and sources of redress are available to consumers of vehicles servicing and repair facilities.

Mr. Williams said: 'The Code of Practice recently adopted by the motor industry following consultation with the Office of Fair Trading should result in consumers receiving adequate advice and redress. The code's provisions on complaints and arbitration have replaced this responsibility of the council, whose other functions have been taken over by the committee, set up by the industry to ensure the code's effective operation.'

Safety of cosmetic products

Mrs. Joyce Butler (Haringey, Wood Green) inquired about regulations relating to the safety of cosmetic products.

Mr. Williams said: 'Regulations relating to the safety of cosmetic products will be prepared as soon as the proposed EEC directive on cosmetics is adopted. Work on the directive is now in its final stages and I hope it will be possible to circulate draft domestic regulations for comment later this year. In a number of important cases the regulations will require the presence of ingredients to be indicated on the label as well as precautions to be observed during use. These labelling requirements will apply particularly to sensitisers.'

Export services

'What Government facilities and assistance on exports are available to large companies but not to small companies?' asked Mr. Richard Luce (Shoreham).

Mr. Shore answered: 'The export services provided by the British Overseas Trade Board are available to all British firms, irrespective of size. ECGD traditional faciltities are, in principle, similarly available. However, some of ECGD's most recent facilities have been designed to meet the special problems of large exporters involved in high value projects with long manufacturing periods, but smaller firms may also gain some indirect benefits from these facilities when acting as sub-contractors.'

European Shipping Policy

Sir Frederic Bennett (Torbay) asked if the Secretary of State for Trade would take the initiative to convene a European Conference of the Committee of Ministers of the Council of Europe in regard to establishing a common shipping policy in accord with a recent recommendation by the Assembly of the Council of Europe.

Mr. Shore said: 'I appreciate the contri-

bution made to the current debate on international shipping issues by the Council of Europe Assemblies report on European Shipping Policy, but I doubt whether a conference of the kind envisaged by the hon. Member would be necessary in view of the extensive considerations given to these issues in other international organisations such as the OECD.'

General Council of British Shipping

Questions on recent talks with the President of the General Council of British Shipping were asked by Mr. Nicholas Winterton (Macclesfield) and Mr. Anthony Grant (Harrow Central).

Mr. Shore said: 'My rt. hon. Friend, the Secretary of State for Industry and I have had discussions with the General Council of British Shipping about greater co-operation between UK shipowners and UK shipyards in the placing of new orders. We reviewed the serious situation facing the British shipbuilding industry as a result of the worldwide shortage of orders and the excessive capacity among shipping lines for the cargoes available. It was agreed that, with a view to assisting the shipbuilding industry in its present difficulties, there should be detailed discussions between the General Council, the Organising Committee of British Shipbuilders and the Government, and these have already begun.'

Trade agreement between EEC and Brazil

Information was requested by Mr. Peter Blaker (Blackpool South) on the present state of negotiations for a trade agreement between Brazil and the EEC; and whether such negotiations had been adversely affected by EEC quotas on garment imports from that country.

Mr. Shore answered: 'The main trade agreement between Brazil and the EEC was concluded in August 1974 but negotiations between EEC and Brazil have recently been concluded for a textiles agreement under the Gatt Multi-Fibre Arrangement and an agreement is expected to be initialled shortly. This does not cover garments; and I am not aware of any adverse effects on the negotiations of existing EEC quotas on garment imports from Brazil.'

Dumping

Mr. Richard Wainwright (Colne Valley) asked which industries are concerned in the applications for anti-dumping action currently at the stage of being considered.

'We treat anti-dumping applications as commercially confidential until they are publicly announced for full investigation,' said Mr. Shore. 'Currently we have 20 such cases which cover a wide range of industries.'

Mr. Robert Kilroy-Silk (Ormskirk) asked about the dumping in the UK of cheap envelopes from France.

'No evidence of such dumping has been brought to my attention,' said Mr. Shore. 'If my hon. Friend has any evidence I hope he will let me have it. The case would be one for the EEC Commission but my department will give the industry any help and advice it can.'

Sir Geoffrey de Freitas (Kettering) asked the Secretary of State for Trade, whether, in the light of his policy of import saving, he would make a statement on the likely import of lamps from abroad previously made in the UK, consequent on the closure of the British Sealed Beams factory in Corby, Northants.

Mr. Deakins replied: 'My hon. Friend is aware of the meeting which took place at British Sealed Beams on 24 February when managements, workers and a DoI official discussed the reasons for the closure of the factory under the chairmanship of the Advisory, Conciliation and Arbitration Services. Unfortunately no means was found of averting the closure and this is a matter for regret.

'Although imports of sealed beam units may have contributed to the company's situation, I understand that the closure has been made necessary by the decline in demand for such units for motor vehicles and the expectation that this trend will continue.'

Statutory instruments

Mr. Terence L. Higgins (Worthing) asked for a list of the statutory instruments implementing the policies of the DoT which have been laid by the Customs and Excise Department in the past three months; how many of these have had to be corrected by subsequent instruments and after what period; how long elapsed between the date when each of the orders became public knowledge and the date when they came into operation; and what steps are proposed to prevent further errors and give longer notice to traders.

Mr. Deakins listed the following statutory instruments affecting the Customs and Excise Department which the Secretary of State has made or has recommended the Treasury to make and have been laid before the House during the past three months.

Bankruptcy records for England and Wales

Details of bankruptcies in England and Wales are maintained in a public search room at Room 901. Thomas More Building, Royal Courts of Justice, Strand, London WC2A 2JY.

Searches can be made personally or by an agent and a fee of 25p in respect of each bankruptcy inquiry is payable at the time.

Mr. Deakins continued: 'One of these instruments has been corrected by a subsequent statutory instrument; certain errors in SI 194 were corrected in SI 251: the latter was laid 7 days after the former. Every effort is made by my department and the Customs and Excise Department to ensure that the substance of statutory instruments is made known to the public, and particularly to those most directly affected, as soon as possible after each instrument is laid.

'To give longer notice to traders it would be necessary to defer the operative dates of orders so as to provide a longer gap between the decision to make the order and its coming into operation. In many cases, community obligations would debar such deferment; in others it would be contrary to the interests of the traders affected if, for example, suspensions or reductions of duty from which they may benefit had to start from a later date.

'Every effort is being made to keep to a minimum.'

Form-filling

Mr. Anthony Grant (Harrow Central) asked the Secretary of State for Trade, how many forms are required by his department, or organisations for which he is responsible, to be completed by companies or firms.

Mr. Deakins gave the information in respect of statistical forms issued to firms in the distributive and service trades by the Department of Trade in the table.

1976 SI no.	Title	No. of days between laying and operation
90	The Import Duties (Temporary Reductions and Exemptions) Order 1976	0
112	The Anti-Dumping Duty (Temporary Suspension) Order 1976	24
118	The Import Duties (Quota Relief) Order 1976	1
125	The Import Duties (General) (No. 1) Order 1976	3
126	The Import Duties (Temporary Reductions and Exemptions) (No. 2) Order 1976	4
173	The Import Duties (Temporary Reductions and Exemptions) (No. 3) Order 1976	21
194	The Import Duties (Temporary Reductions and Exemptions) (No. 4) Order 1976	1
251	The Import Duties (Temporary Reductions and Exemptions) (No. 5) Order 1976	3 (Articles 5 and 6) 10 (other purposes)
370	The Import Duties (General) (No. 2) Order 1976	6
477	The Import Duties (Temporary Reductions and Exemptions) (No. 6) Order 1976	3
510	The Import Duties (Spain) (Reductions) (Amendment) Order 1976	2

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STATISTICAL FORMS SENT TO FIRMS IN THE DISTRIBUTIVE AND SERVICE INDUSTRIES

Subject of statistical inquiry	Frequency	No. of forms	Total no. issued in 1975
Wholesaling and dealing	Annual	26,000	26,000
Motor trades	Annual	7,500	7,500
Retail distribution	Annual	20,000	20,000
Property owning	Annual	60,000	60,000
Catering	Annual	10,000	10,000
Transport/entertainment	Annual	11,500	11,500
Film exhibition	Annual	1,600	1,600
Retail sales, stocks, HP, TV rental and relay	Monthly	5,800	70,000
Finance houses and check trading	Monthly and quarterly	1,100	4,300
Catering	Monthly	2,500	30,000
Motor trades	Quarterly	1,500	6,000
Capital expenditure	Quarterly	1,700	6,800
Investment intentions	4 monthly	950	2,900
Wholesalers stocks	Quarterly	750	3,000
UK coasting inquiry	Monthly	70	800
UK passenger movements inquiry	When each ship docks		68,000
Register proving forms			16,000
			344,000

Mr. Anthony Grant (Harrow Central) asked the Secretary of State for Industry a similar question.
Mr. Carmichael gave the following information in respect of statistical forms.

STATISTICAL FORMS ISSUED TO FIRMS IN INDUSTRY IN 1975

Subject of statistical inquiry	Frequency	No. of forms	Total no. issued in 1975
Industries' sales	Quarterly	29,800	119,100
Industries' purchases	Every 3-5 years	24,000	24,000
Census of production			
Manufacturing	Annual	34,000	34,000
Construction	Annual	14,400	14,400
Mines and quarries	Annual	4,100	4,100
Building materials	Quarterly	1,100	4,000
	Monthly	650	8,000
			94,800
Other production and order statistics			
Purchases of fuel by large users	Quarterly	800	3,300
Fuel stocks/consumption of large users	Monthly in winter – quarterly in summer	900	7,000
Standby electricity generating plant	One-off	42,000	42,000
Expenditure on research and development	Every 2-3 years		
1st stage		5,000	5,000
2nd stage		2,400	—
Manufacturers capital expenditure	Quarterly	2,400	10,000
Manufacturers regional extension	Quarterly	1,250	5,000
Manufacturers investment intentions	4 monthly	1,900	5,700
Manufacturers stocks	Quarterly	1,000	4,000
	Monthly	900	10,800
Export prospects survey	Quarterly	70	100
Wholesale prices (a) (b)	Quarterly	3,000	9,000
	Monthly	8,000	105,000
Overseas transactions (b)	Annual	3,100	3,100
	Quarterly (a)	750	3,000
Census of overseas assets (b)	Triennial	7,600	7,600
Company liquidity	Quarterly	215	900
Register proving forms			33,000
			556,000

(a) A shuttle form is used.
(b) Also covers firms in the distributive and service industries.

Tuesday, 6 April

Prices of lamp bulbs

Mrs. Lena Jeger (Holborn and St. Pancras South) asked what consideration had been given to the price of lamp bulbs.

Mr. Maclennan said: 'Major manufacturers of electric lamp bulbs pre-notify price increases in the whole range of their products to the Price Commission. They have agreed to include 60 watt lamp bulbs in the Price Check Scheme.'

Appointments to public bodies

Mr. Tom King (Bridgwater) asked the Secretary of State for Industry to list appointments to public bodies within his gift, and the emoluments and allowances, etc. paid for each appointment.

Mr. Kaufman said: 'In reply to a question on 1 March from my Hon. Friend, the member for Central Fife (Vol. 906 c 438-39) my Rt. Hon. Friend listed the paid appointments in the nationalised industries and other public bodies for which he is responsible. In addition there are certain companies where the Government is the sole or majority shareholder and where my Rt. Hon. Friend must approve the appointments of directors as follows below:

'No separate information is available about any allowances which may be payable.'

Appledore Shipbuilders Ltd.	6 directors (£0-£2,500); 1 (£10,001-£12,500); 1 (£12,501-£15,000); 2 (£15,001-£17,500)
Govan Shipbuilders Ltd.	5 directors (£0-£2,500); 3 (£7,501-£10,000); 1 £10,001-£12,500); 1 (£12,501-£15,000)
North East Coast Ship-repairers Ltd.	10 directors (£5,001-£7,500); 7 (£7,501-£10,000); 1 £16,001-£16,500)
SB (Realisations) Ltd.	Directors are unpaid in that capacity but are paid as directors of Short Brothers and Harland Ltd. 2 directors: 1 (£0-£2,500); 1 (£7,501-£10,000)
Sunderland Shipbuilders	4 directors (£0-£2,500); 7 (£7,501-£10,000); 3 (£10,001-£12,500); 1 (£15,001-£17,500)

Consultative and consumer councils

Mr. Richard Wainwright (Colne Valley) asked if members of the Yorkshire Electricity Consultative Council, the North Eastern Gas Consumers' Council, the Transport Users' Consultative Committee for the North Eastern Area and the Transport Users' Consultative Committee for Yorkshire, respectively, receive salaries for their services; how much they receive in each case; and whether it is in respect of full- or part-time service.

'Only the chairmen of these councils and committees receive remuneration for their services, which are part-time,' said Mr. Williams. 'The amounts are as follows:

Chairman of the Yorkshire Electricity Consultative Council, £2,100 pa.

Chairman of the North Eastern Gas Consumers' Council, £1,750 pa.

Chairman of the North Eastern Transport Users' Consultative Committee, £1,000 pa.

Chairman of the Yorkshire Transport Users' Consultative Committee, £1,000 pa.'

Computer development

Mr. Eric Moonman (Basildon) asked the Secretary of State for Industry what consultations he has had with the West German Government about the EEC commitment to computer development, the British programme for development and the German third programme to promote the electronic data processing industry.

'The department has regular contact with the West German Government about computer developments,' said Mr. Kaufman.

Concorde

Sir Geoffrey de Freitas (Kettering) asked whether an early production line Concorde would be earmarked for eventual transfer to the Royal Air Force Museum.

Mr. Kaufman said: 'The Royal Air Force Museum, Hendon, was amongst those institutions considered as possible homes for the Concorde prototype aircraft 002 and preproduction aircraft 01, but it did not have a usable runway and the cost of breaking the aircraft down for transit by road and reassembling it would have been very substantial. There are no plans for the disposal of any other Concorde aircraft.'

Ferrous foundry scheme

Mr. Geoff Edge (Aldridge-Brownhills) asked for a list of those firms in the West Midlands Region which have applied for a share of the Government funds allocated for the modernisation of the ferrous foundry industry.

Mr. Kaufman said: 'Forty-three formal applications for assistance under the scheme have been made by companies in the West Midlands Region. Individual applications have been made in confidence but I am seeking the agreement of companies to whom offers of assistance have been or will be made for their names to be published in due course.'

Parliament continued

ECGD

Mr. Robert Kilroy-Silk (Ormskirk) asked how much the ECGD has paid to insured exporters in respect of debts due from Chile in 1974, 1975 and 1976 and how much the ECGD has paid to insured exporters in respect of debts due in in 1974, 1975 and 1976.

'It has been the practice of successive administrations not to give details of ECGD's payments in respect of individual markets,' Mr. Shore answered. 'Statistics are not available relating ECGD's payments to the dates at which the insured debts fell due.

'The total of claims paid by ECGD world wide in the years ending 31 March 1974 and 31 March 1975 was £30 million and £29.9 million, respectively. Some £29 million was paid from 1 April 1975 to 31 January 1976.'

Mr. J. W. Rooker (Birmingham, Perry Barr) asked if the ECGD is continuing to insure contracts with the two countries which have defaulted to the extent of £7.3 million on arms payments in the past four years.

'Yes, but only on a very restricted basis,' said Mr. Deakins.

Japanese imports

Mr. Nicholas Winterton (Macclesfield) asked for information on the value, at 1960 prices, of Japanese imports for each of the years 1960 to 1975.

Mr. Deakins gave the following information:

JAPANESE IMPORTS

	Billion yen (cif) at 1960 prices
1960	1,617
1961	2,096
1962	2,098
1963	2,492
1964	2,878
1965	2,886
1966	3,344
1967	4,121
1968	4,620
1969	5,361
1970	6,388
1971	6,380
1972	7,215
1973	9,232
1974	9,020
1975	7,842

Source:
Import unit values – Monthly Statistics of Japan.
Imports – Japan exports and imports.

Industrial democracy

Mr. Michael Marshall (Arundel) asked when the report of the Committee of Inquiry into Industrial Democracy in the private sector is expected.

'The Committee of Inquiry has been asked to report by the end of this year,' said Mr. Shore.

PVC coated fabric

Mr. Dafydd Wigley (Caernarvon) asked about investigations into the alleged dumping of pvc coated fabric into the UK; and what countries of manufacture are covered by any such investigation.

Mr. Deakins answered: 'A full investigation by my department into allegedly dumped imports of pvc coated fabrics from Hungary was announced on 16 March. This investigation may be extended to certain other countries if the applicants (the Leathercloth and Coated Fabrics Manufacturers' Association) can supply prima facie evidence of dumping by those countries.'

Wednesday, 7 April

Consumer prices

Mr. Tim Sainsbury (Hove) asked the Secretary of State for Prices and Consumer Protection: 'What is the average percentage change in consumer prices in the United Kingdom's four principal industrial competitors for the three months to January 1976 at an annual rate weighted by the weights given in the OECD index of industrial production?'

Mrs. Williams replied: 'Our major industrial competitors vary widely according to the particular products in question. However, to January 1976 the average increase in consumer prices between Belgium, Canada, France, Italy, Japan, the Netherlands, the USA and West Germany, weighted by the OECD's index of industrial production, was 6.0 per cent. Using the OECD's preferred system based on consumers' expenditure weights rather than industrial production weights, the corresponding figure was 6.1'

Mr. Sainsbury also asked for the percentage change in consumer prices in each of the UK's four principal industrial competitors for the 12 months to January 1976; for the three months to January 1976 at an annual rate; and for the six months to January 1976.

Mrs. Williams said: 'Our major industrial competitors vary widely according to the particular products in question. The following are the latest available figures for percentage increases in consumer price indices over three months (at an annual rate), six months and 12 months to January 1976 for most of our competitors.'

PERCENTAGE INCREASES IN CONSUMER PRICES RE JANUARY 1976:

Country	3 monthly at annual rate	6 monthly	12 monthly
UK	16.0	6.8	23.4
Belgium	10.5	5.4	10.9
Canada	6.7	3.8	9.6
France	9.5	4.6	9.6
Italy	12.4	5.6	10.9
Japan	4.3	4.4	9.0
Netherlands	3.6	4.0	8.6
USA	5.2	2.7	6.8
West Germany	5.7	2.1	5.3

Machine tools and motor vehicle industry

Mr. Geoff Edge (Aldridge-Brownhills) asked for discussions to be held with motor vehicle manufacturers with a view to establishing a scheme whereby they reserve machine tool capacity two years ahead of requirements.

Mr. Carmichael answered: 'Reserving capacity two years in advance would not be practicable, but my department will take every opportunity to draw the attention of the motor vehicle industry to the wish of the machine tool industry for the longest possible notice of future requirements.'

EEC membership: effect on British share of world markets

Mr. Ronald Atkins (Preston North) asked what had been the change in the shares of the world market of the British textile, footwear and shipbuilding industries since the UK joined the Common Market.

Mr. Carmichael said that the estimated UK share of the total production of the following textile products was:

Per cent

	1971	1972	1973
1 Spun yarns* (in terms of weight)	3.6	3.5	3.4
2 Woven fabrics (in terms of area)	1.9	1.8	1.7
3 Knitted fabrics (in terms of weight)	8.1	7.8	8.4

Notes:
* Excluding yarns of flax, ramie and hemp.
Estimated shares are based on virtually all producing countries except China, for which figures are included only for cotton yarns.
Source: United Nations. The Growth of World Industry, Volume II 1973.
Figures for later years are not available.

The estimated UK's share of the total production of leather footwear, in terms of pairage, was:

	Per cent
1971	3.7
1972	3.6
1973	3.2

Source: United Nations. The Growth of World Industry, Volume II 1973.
Figures for later years are not available.
Figures for other types of footwear are incomplete.

Mr. Kaufman said that the world merchant shipbuilding order book at the end of 1972 was 86.5 million gross tons, of which 4.9 per cent was on order from UK yards. At the end of 1975, the order book was 82.3 million gross tons and the UK share 6 per cent.

Equipment for disabled people

Mr. Lewis Carter-Jones (Eccles) asked what action is being taken to improve the quality of the submissions to the annual reports pursuant to Section 22 of the Chronically Sick and Disabled Persons Act 1970 concerning research and development work on equipment that might be of benefit to disabled people; and for an assurance that possible spin-offs from technological advances would not be overlooked.

Mr. Carmichael answered: 'The submissions are based on information sought from the directors of my department's research laboratories and from those responsible for commissioning the extra mural research required. They have been asked to pay special attention to identify items developed for other purposes – particularly in areas of interest specified by the Department of Health and Social Security – which might be applied for the benefit of the disabled.

'I can assure my Hon. Friend that the possibility of deriving benefit for the disabled from such spin-off is not being overlooked.'

Thursday, 8 April

Price Check Scheme

Mr. Michael Neubert (Havering, Romford) asked: 'How many of the items in the Price Check Scheme represent total production and sales; how many items represent some part of total production and sales;

how many are listed on an average weighted basis; what is the total number of items on the list; and what percentage of total family expenditure is represented by each of the items listed above?'

'The list of items included in the Price Check Scheme was placed in the Library on 11 February 1976,' said Mr. Maclennan. 'This indicates those items where trade associations have recommended that the whole of production and sales should be covered by the scheme, and those where the coverage is partial only. It also shows which items are included on a weighted average basis. It is not possible to give the number of items included in the scheme because many categories of goods included themselves cover many items: for example it is not possible to estimate how many items are covered by domestic furniture.

'It is not, therefore, possible to give an estimate of the percentage of consumer expenditure for each item. The scheme as a whole covers 15-20 per cent of consumer expenditure; this figure allows for the scheme's partial coverage of some items.'

Price rises

Mr. Arthur Lewis (Newham North West) asked whether the Secretary of State for Prices and Consumer Protection would cause an investigation to be made to ascertain the reasons for several price rises in view of the Government's anti-inflation programme.

Mr. Maclennan replied: 'The increase in industrial prices listed by the Hon. Member reflect a variety of past cost pressures and other adverse circumstances. Since August 1975, the year on year figure for the Retail Price Index has fallen for six successive months – the first time since inflation began to accelerate from the summer of 1972. The Government's anti-inflation policy has helped to turn the general tide and no special investigations are called for.'

Retail prices

Mr. Michael Neubert (Havering, Romford) asked for the rates of retail price increase for the UK, Denmark, France, Ireland, Italy, the Netherlands and West Germany, based on the index for May to November 1975; and which countries have the highest and lowest rates.

Mr. Maclennan gave the following information based on OECD data:

	May 1975-Nov. 1975 percentage increases
United Kingdom	7.2
Denmark	1.3
France	4.4
Ireland	2.0
Italy	5.0
Netherlands	4.2
West Germany	1.7

Voluntary labelling for asbestos products

Mrs. Joyce Butler (Haringey, Wood Green) inquired about progress in the voluntary labelling scheme for asbestos products.

Mr. Williams replied: 'In conjunction with the Health and Safety Executive, my department has reached agreement with the Asbestosis Research Council and the Asbestos Information Committee on the introduction of a voluntary labelling scheme for products containing asbestos. All do-it-yourself materials which contain asbestos and a range of household goods will bear cautionary labels. In addition, leaflets which set out ways of avoiding exposure to asbestos dust in the use of do-it-yourself materials will be made available by the Asbestos Information Committee for distribution by retailers. Products labelled in conformity with the scheme should begin to be seen in the shops in October.

'I am glad to acknowledge the co-operation of the asbestos industry in devising these arrangements. I have no reason to doubt that they will be adequate to protect consumers, but I intend to review them in the light of any findings or recommendations of the committee which, as recently announced by my Rt. Hon. Friend the Secretary of State for Employment, is to investigate the health hazards of exposure to asbestos.'

Gas consumer councils

Mr. Michael Morris (Northampton South) asked for the cost of each of the regional gas consumer councils; and how many complaints were dealt with by each in the latest year.

Mr. Williams gave the table below summarising the latest available information:

Consumers' Council	Number of complaints* 1974/75	Estimated expenditure† 1975/76 £
Scottish Gas	2,587	33,900
Northern Gas	7,475	49,600
North West Gas	5,979	37,500
North East Gas	2,017	24,000
West Midlands Gas	3,039	30,200
East Midlands Gas	836	30,300
Wales Gas	1,842	28,200
Eastern Gas	4,365	40,100
North Thames Gas	4,704	27,200
South West Gas	1,291	26,800
Southern Gas	1,413	41,000
South East Gas	7,259	54,000

* These figures in many cases understate the total numbers of complaints and inquiries dealt with as Councils use widely varying criteria in counting complaints.

† Until the Statutory Corporations (Financial Provisions) Act 1975 came into force on 1 August 1975 the Gas Consumers' Councils were financed by the British Gas Corporation, and the costs involved could not be separately distinguished from the Corporation's general administrative expenses. Expenditure on the Councils during the period from 1 August 1975 to 31 March 1976 was borne on the Vote of the Department of Prices and Consumer Protection; the figures given are the estimated expenditure for that period converted to an annual rate.

Mr. Morris also asked what was the cost of running the National Gas Consumer Council in the latest year.

Mr. Williams said: 'Until the Statutory Corporations (Financial Provisions) Act 1975 came into force on 1 August 1975 the National Gas Consumers' Council was financed by the British Gas Corporation, and the cost of running it could not be separately distinguished from the corporation's general administrative expenses. Expenditure on the council during the period from 1 August 1975 to 31 March 1976 was borne on my department's vote, and was at an annual rate estimated at £129,000.'

Imported equestrian saddles

Mr. Robert Banks (Harrogate) asked: 'What regulations prohibit entry of equestrian saddles which are not stamped with the country of manufacture?'

Mr. Williams said: 'The Trade Descriptions Act 1968 prohibits the import of goods bearing a false indication of the place of manufacture but there is no origin marking requirement on importation. If imported goods are subsequently supplied in this country under a UK name or mark, the Trade Descriptions Act 1972 requires a conspicuous indication of the country of manufacture to be shown.'

Mr. Banks also asked what design regulations for safety exist, with which imported equestrian saddles must comply as a condition of entry.

'There are no regulations under the Consumer Protection Act 1961 relating to equestrian saddles,' said Mr. Williams. 'Under the Act, any such regulations would in any case apply at the point of sale rather than as a condition of entry. Any hazard in a consumer product that comes to the attention of my department is normally taken up immediately with the manufacturer or importer concerned. If the Hon. Member has any particular equipment in mind I shall be pleased to look into the matter.'

Office of Fair Trading

'What are the establishments and strengths of the Consumer Affairs, Monopolies and Mergers, Restrictive Trade Practices and Consumer Credit divisions of the Office of Fair Trading, and on what dates were each division set up?' asked Mr. John Loveridge (Havering, Upminster).

Mr. Williams gave the details as follows:

Division	Establishment (complement)	Strength (staff in post on 1 Apr. 1976)	Date set up
Consumer Affairs	51	51	Nov. 1973
Monopolies and Mergers*	106	98	Nov. 1973
Restrictive Trade Practices	47	43	Nov. 1973
Consumer Credit	125	104	Sept. 1974

* The Division comprises three branches:

	Establishment	Strength
Monopolies and Mergers	17	17
Economics	17	17
Administration	72	64

The Economics and Administration branches provide a common service to all Divisions of the Office.

Airline overbooking

Mr. Robert McCrindle (Brentwood and Ongar) asked if the Secretary of State for Prices and Consumer Protection would amend the Trades Description Act with regard to overbooking by airlines or travel agents.

Mr. Williams answered: 'When the committee which is now reviewing the Act reports in the summer, I shall consider the content of amending legislation in the light of any further representations. It is too early to say what bearing, if any, such legislation might have on the practice of overbooking.'

Mr. McCrindle asked the Secretary of State for Trade what representations he has received following the recent decision of the House of Lords in Taylor v. BOAC regarding overbooking by airlines or travel agents; what discussions he is having with airlines operating in the UK in regard to airline overbooking; and what recent discussions he has had with the CAA in regard to the practice.

'The only representation I have received has been from the Hon. Member himself, writing on behalf of the Guild of Business Travel Agents, supporting the concept of compensation for overbooked passengers,' said Mr. Clinton Davis. 'I am not currently discussing this matter with the airlines, but the Civil Aviation Authority is in touch with United Kingdom operators about its pro-

posal to include a condition in their licences regarding compensation for passengers denied carriage on scheduled flights as a consequence of overbooking. The authority has kept me fully informed throughout.'

UK trade

Mr. Peter Hardy (Rother Valley) asked the Secretary of State for Trade for a list of the countries with which the current trading deficit is regarded by him as grossly unsatisfactory and the four countries which provide the worst deficit.

Mr. Shore replied: 'The UK is a major trading country which has transactions with most of the other countries of the world and our performance depends upon a multilateral rather than a bilateral approach to trade. I am of course concerned about developments with individual trading partners but in order for last year's improvement in our balance of payments position to continue it is necessary for us to make the most of our export opportunities wherever they arise.

'Balance of trade figures with individual countries are not available on a balance of payments basis. Figures of the "crude" trade balance that is, the difference between exports valued fob and imports valued cif – show that in 1975 the four countries with the largest deficits were the Netherlands, West Germany, Saudi Arabia and the USA.'

Military equipment for Chile

Mr. Robert Kilroy-Silk (Ormskirk) asked for an assurance 'that no money has been paid or will be paid by the ECGD to insured exporters in respect of military equipment for Chile.'

Mr. Shore replied: 'No. ECGD's guarantees involve the department in legally binding obligations and are designed to protect British exporters against loss and damage. As to the general question of the control of arms supply to Chile, I refer my Hon. Friend to the answer given by my Rt. Hon. Friend the then Secretary of State for Foreign and Commonwealth Affairs on 21 May 1975.'

Slater Walker group

Mr. Ian Wrigglesworth (Teesside, Thornaby) asked what evidence the Secretary of State for Trade has of insider dealing carried out within the Slater Walker group of companies.

'My department is receiving a number of reports dealing with the group and these require careful consideration,' said Mr. Clinton Davis.

Mr. Wrigglesworth also asked if the Department of Trade have had consultations with the Stock Exchange, the Take-over Panel or the Bank of England about the affairs of Slater Walker Securities Ltd.

Mr. Clinton Davis said: 'My department is in frequent consultation with these, as with other bodies, on matters of common interest, and the particular matters to which my Hon. Friend refers have been discussed.'

Statistical forms

Mr. Michael Brotherton (Louth) asked how many forms are issued by the Department of Industry to the public; and how this compares with the position six months and 12 months ago.

Mr. Carmichael answered: 'The number of statistical forms issued by my department to firms engaged in industrial production and in the distributive and service trades was 900,000 in 1975 and 730,000 in 1974. The figure was substantially higher in 1975 mainly because it included a one-off survey of standby electricity generating plant; various periodic "bench mark" inquiries (eg into wholesaling, capital expenditure by property developers, purchases by industry, expenditure on research and development and overseas assets); the first of a new series of annual censuses of the construction industry; and surveys taken over from other departments.'

Investment by industry

Mr. Geoff Edge (Aldridge-Brownhills) asked: 'What percentage of manufacturing industry's total investment requirements is met by the banks?'

Mr. Carmichael said: 'The information available relates to the total uses of funds by companies; in general, finance is raised for an enterprise as a whole and it is not possible to attach particular sources of funds to particular uses. Provisional figures show that in 1974 bank borrowing accounted for 29 per cent of the sources of funds, both internal and external, of large listed companies in manufacturing industry. However, this percentage varies appreciably from year to year. Comparable figures for earlier years covering both listed and unlisted large companies in manufacturing were given in Table 4 of the article "Structure of company financing" published in the September 1975 issue of *Economic Trends*.'

Transnational Corporations

Mr. Frank Hooley (Sheffield, Heeley) asked for the names and qualifications of the British delegation on the UN Commission on Transnational Corporations.

Mr. Carmichael told him: 'The UK representative on the UN Commission on Transnational Corporations is Miss A. E. Mueller, Head of the Industrial and Commercial Policy Division, which serves the Departments of Industry and Trade. At the second session of the Commission (1-12 March 1976) she was assisted by Mr. J. B. Donnelly of the UK Mission to the United Nations and Mrs. P. A. Denham also of the Industrial and Commercial Policy Division.'

'What evidence has been submitted by HM Government about corrupt practices of multinational companies to the UN Commission on Transnational Corporations?' asked Mr. Hooley.

'In accordance with General Assembly Resolution 3514 (XXX) the Commission discussed this issue in general terms at its second session (1-12 March 1976),' said Mr. Carmichael. 'It has not, however, started any work on corrupt practices.'

Hotel facilities

Mr. Dafydd Wigley (Caernarvon) asked if the Secretary of State for Trade would introduce a system of investment grants to assist towards the cost of provision of new, or extension of existing hotel facilities in development areas.

'Application for financial assistance in such cases may be made under Section 4 of the Development of Tourism Act 1969,' said Mr. Deakins.

Friday, 9 April

Inflation

Mr. Michael Neubert (Havering, Romford) asked the Secretary of State for Prices and Consumer Protection: 'If she is satisfied with progress made so far towards the realisation of her forecast that inflation will be reduced to an annual rate of 10 per cent for the end of the summer; and, if so, whether the figure is to be calculated on a year on year basis, or by some other method?'

Mrs. Williams answered: 'In his Budget statement, my Rt. Hon. Friend made it clear that we should be able to achieve a target of under 10 per cent on a year on year basis, by next winter.'

Butter subsidy

Mr. Nicholas Winterton (Macclesfield) asked when the Secretary of State for Prices and Consumer Protection intends to phase out the subsidy on butter.

'I am reviewing the current level of the butter subsidy and will make an announcement as soon as possible,' said Mrs. Williams. 'I have no date planned for the termination of the subsidy.'

Mr. Winterton also asked what would be the average rise in the price of butter following the removal of Government food subsidies.

Mrs. Williams told him that the butter subsidy was at present equivalent to about 11p per lb at the retail level.

Price Check Scheme

Mr. Ioan Evans (Aberdare) asked what steps have been taken to ensure that retailers know which of the items they sell are covered by the Price Check Scheme so that those items can be identified by the red triangle symbol.

Mr. Maclennan answered: 'Retailers' representative organisations recommending their members to participate in the scheme were provided with detailed lists of the items covered by the scheme; and these lists have been sent to every local Chamber of Trade. For some items very detailed information was given about particular manufacturers' lines which have been offered for the scheme. Nevertheless, it is the responsibility of each participating manufacturer to tell retailers handling his products which of his lines are in the scheme so that the retailers in turn may identify scheme items on their shelves. CBI has emphasised to its members the importance of this identification of products, and if any retailer is still uncertain whether a particular product is included in the scheme he should contact his supplier. Manufacturers, retailers and consumers alike will benefit if the public can readily identify scheme items at the point of sale in the shops, and the red triangle Price Check symbol was indeed designed with this in mind.

'My department has established a Price Check Inquiry Unit (tel. 01-211 0181/4) and any retailers encountering continuing difficulty in operating the scheme should get in touch with the Unit.'

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Gabon: one of Africa's fastest-growing markets

John Gordon, HM Chargé d'Affaires in Libreville, describes the opportunities for British exporters in Gabon, OPEC's newest member

Traditional European exclusivities die hard in black Africa. French involvement is still very largely linked with their own ex-colonies. The British have had the same habit and in the 15 years since their independence have shown relatively little interest in the important group of francophone black African countries which compose almost half the membership of OAU.

Most British people's knowledge of Gabon, one of the smallest of these countries, has – until recently – been confined to memories of Albert Schweitzer and his hospital at Lambaréné, mingled perhaps with some knowledge of Mary Kingsley, that doughty late nineteenth century Cambridge explorer whose exploits in Gabon have recently been recreated by the BBC for their 'Great Explorers' series. Then labelled 'the poor relation of equatorial Africa', Gabon's only important export was okoumé wood, while the vast majority of the population lived at subsistence level from fishing or agriculture.

However, politically stable for many years under the leadership of President Bongo, Gabon has now become one of black Africa's biggest economic success stories. Since independence, oil and mineral wealth have been discovered and exploited increasingly. With a population variously estimated between 500,000-900,000, per capita income is the third highest in Africa after Libya and South Africa. The national budget increased by 575 per cent between 1970-75, and by 130 per cent between 1974-75 to £331 million*. For 1976 the budget has increased a further 28 per cent to £424 million, only £22 million less than the budget for Ivory Coast, generally considered the wealthiest and economically most important of the francophone states of Black Africa.

Sources of wealth

Gabon, it has been remarked, has 'floated to prosperity on a sea of oil'. Production started as early as 1957, but developed slowly. Only in 1964 did it attain 1 million tons a year.

In line with this rapid increase in production Gabon was admitted as an associate member of OPEC in 1973.

In June 1975 she was admitted as a full member during the first OPEC ministerial meeting held on Gabonese soil in Libreville. Gabon is now the fourth largest producer of oil in Africa – production is currently about 11 per cent of Nigeria's.

However, unlike some other members of OPEC, oil is not Gabon's only source of wealth. Since 1972 she has been an increasingly important producer of manganese with production in 1974 of 2.5 million tons, valued at £30.8 million and estimated reserves of 230 million tons. Uranium, with 1974 production of 1,772 tons of 45-50 per cent concentrate, was worth £6.4 million in 1974. Proved reserves are currently 20,000 tons, and will last until at least 1990.

Production of wood, both in volume and value terms (worth £54.9 million in 1974), has increased and with a quasi-monopoly of the production of okoumé, an essential ingredient in the best quality plywood, Gabon is well placed to expand

An oil drilling platform being towed into position off the Gabonese coast. (Photo: *Afrique Industrie*)

* All rates of exchange in this article are at the rate current at time of going to press. 455 CFA=£1 (floating).

her earnings when world demand picks up again.

A further source, which many think may replace oil as the major export earning commodity within the next decade, is iron. Gabon possesses in the Belinga 'iron mountain' one of the world's largest proved reserves of about 1,000 million tons. However, extraction and export depends on completion of the Transgabonais railway, and the building of the mineral port of Santa Clara, and is not scheduled to begin until 1982-83.

Gabon, then, is still primarily a country of oil and mining. Investments in these sectors totalled some £549 million by the end of 1974, with a turnover in that year of about £418 million.

Development strategy

In order to maintain economic growth at its present heady pace, it is necessary either to discover more oil, or to develop the production of mineral resources to make up, or preferably both. The long-term oil situation is potentially weak; proved reserves total only some 100 million tons, and it has been estimated that unless new discoveries are made production will peak at 30 million tons in 1977, decline to 10 million tons by 1979 and thenceforth decline by 10-20 per cent a year. However, large sums are currently being spent on exploration, and hopes for significant finds appear high in the oil industry.

But Gabon has no intention of putting all her eggs in the oil basket. The strategy is therefore to open up those areas which have hitherto proved inaccessible and contain the mineral wealth – the iron ore area of Mékambo and Belinga in the north, and the uranium and manganese wealth of Moanda and Franceville in the south – by the construction of the Transgabonais railway. Furthermore, by opening up an estimated 4.4 million hectares of heavily forested country okoumé production will be doubled and an extra 40 million tons of timber felled by the year 2000. Finally, but not least, the Transgabonais is envisaged as a means of uniting the country economically and politically.

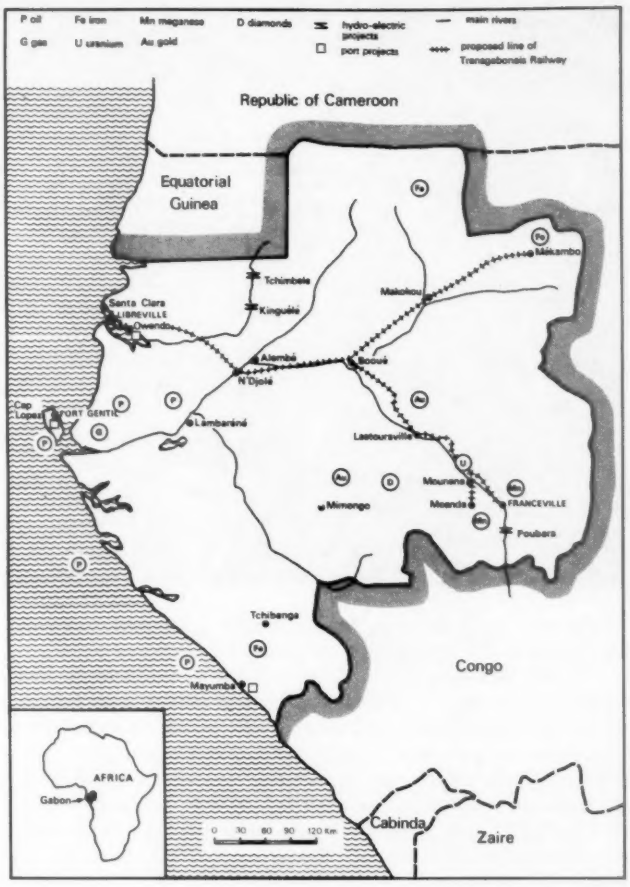
Work has already started simultaneously at Owendo, Booué and Franceville on the 725 kilometre-long first two stages (Owendo – Booué – Franceville : see map above). These stages are expected to be completed by 1980-81. The total cost is likely to be some £345-£370 million. Apart from EDF, credits to the tune of £50-£75 million have been obtained from France, West Germany, Japan, Canada, Italy, USA, Algeria, Switzerland and Zaire for the provision of goods and services. The rest of the cost, estimated at £265 million up until 1980, will come from the Gabonese budget.

The construction and engineering work is being undertaken by EUROTRAG, a consortium of 18 French, German, Italian, Belgian, Dutch and British companies under French leadership. The one British company involved is Sterling-Astaldi, with an order worth about £2 million. In addition, at least £81 million will be spent by 1980 on related housing and road projects, a timber port at Owendo and a mineral port at Santa Clara (just north of Libreville) for manganese and, later, iron exports.

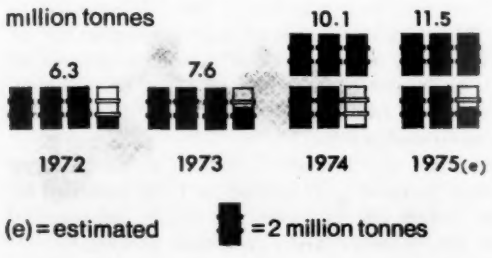
The third stage, from Booué to Belinga will only start once the first two stages are completed and should be finished by 1984-85. The total cost is likely to be £100-£200 million.

Gabon, like many other OPEC countries, is a country in a hurry. An intensive road building programme aims to create the finest road network in tropical Africa by 1980, over 1,700 kilometres of roads built or improved. Major hydro-electric schemes are designed to harness some of Gabon's vast water resources for supplying the energy needs of major urban areas and new industry. Major plans are afoot to extend and

Gabon: sources of wealth



Gabon's oil production



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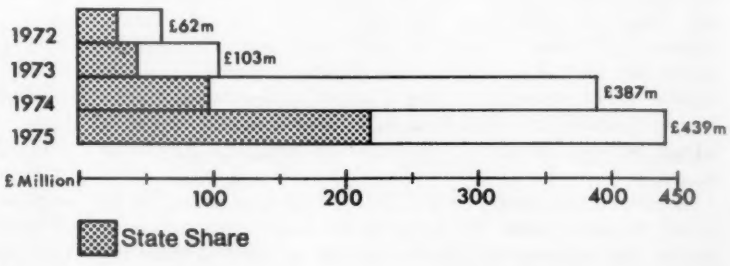


View of a uranium plant at Franceville.

modernise many airports, and to install a modern system of communications throughout the country.

On the industrial front, Gabon plans to build large scale plants to process her natural wealth and export it in finished or semi-finished form, and also to set up import substitution industries for consumer goods and industrial products. Agriculturally, she is trying to achieve greater self-sufficiency through encouraging agro-industrial projects in a wide variety of foodstuffs. Nor is popular welfare neglected. Throughout the country modern schools, health centres and hospitals are being built or planned.

For a number of reasons the cost of these projects is difficult to estimate, but may total some £1,500-£2,500 million. If this is added to the £530-£630 million estimated for the Transgabonais railway and linked infrastructure, one can estimate a total private and public investment of some £2,000-£3,000 million in these sectors over the next 10 years. While much of the business is already sewn up, and much more is tied up in local costs, the remainder will still be very much worth having.

Market conditions

The population of Gabon is small. Although conditions are changing rapidly, the gulf between the relatively affluent towns and the rest of the country is still large. Almost all goods, including foodstuffs, are imported. Labour of all types is in short supply, and for large contracts has largely to be brought in from outside (eg from the Sahel region and Pakistan for the Transgabonais railway).

However, while domestic demand for consumer goods is limited, Gabon's membership of UDEAC (Union Douanière des Etats de l'Afrique Centrale), made up of Gabon, Cameroon, Central African Republic and Congo (Brazzaville) makes her part of a wider market. Products manufactured in Gabon can be exported to other UDEAC countries on a tariff-free or specially low tariff basis, and there is some mobility of labour between member countries which mitigates the labour shortage.

Moreover, as a member of UDEAC Gabon is bound by its recent decision, under the terms of the Lomé Convention, to abolish the preferences hitherto applied to imports from the original six members of the EEC. While this may in the long term lead to the weakening of the EEC's current dominant position in Gabonese trade (providing over 80 per cent of imports) it is beneficial to Britain by placing her on an equal footing with her main competitors.

Apart from shortages induced by the economic boom conditions (labour, housing etc.), the main domestic and economic problem currently faced by Gabon is inflation. Highly dependent on imports from distant countries with high transport and distribution costs Gabon has been badly hit by world increases in prices, and by the inflow of capital on a large scale forcing prices up further. Attempts are being made to control the danger, notably by price controls, but reduction to a more acceptable rate must depend on a dampening down of inflation rates elsewhere, notably in Europe.

Finance and balance of payments

Gabon's ambitious development programme is clearly impracticable unless it can be financed without undue strain, and assumes a rapidly rising income from Gabon's mineral and other resources. As we have already seen, maintaining or increasing the present level of oil production is not a sine qua non, (although it would undoubtedly by very welcome), in view of the strategy of developing alternative resources via the Transgabonais railway. In the meantime, recourse is necessary both to bilateral commercial credits, and to the Eurodollar market.

So far there has been no difficulty about this; foreign countries queued up to lend money for the Transgabonais even after the World Bank had backed out, and Gabon's credit standing in the international banking community is good. A recent mission from the World Bank is reported to have given Gabon a sound financial and economic bill of health. It seems likely that, provided adequate control of expenditure is maintained and inflation can be reduced, Gabon will be able to continue to support her development programme without undue difficulty.

As in the past she will probably continue to run a large surplus on current account (£57 million in 1973) matched by a similar sized deficit on invisibles, in which debt-service repayment will play a rather larger part than previously.

Gabon's capital city, Libreville. Much of the area in the photograph will be redeveloped shortly as part of an ambitious project to rebuild the city centre. (Photo : *Afrique Industrie*)

Policy towards foreign business

Gabon pursues a liberal policy towards foreign investors and businessmen, whose capital, skills and participation are recognised as essential for economic development.

Investment regulations, tax structure and rules on the repatriation of capital are liberal, and the threat of nationalisation is negligible. Firmly tied to the franc zone by membership of the Union de Banques des Etats de l'Afrique Centrale, Gabon shares a common and stable currency with other Central African states, with a fixed parity of 50 F.CFA = 1 French franc. There are therefore few of the problems of convertibility which sometimes hinder trade with other African countries.

In recent years the Government has pursued a very moderate policy of 'Gabonisation'. Companies operating in Gabon are expected to register there, and cede 10 per cent of their capital gratis to the Gabonese state, which also has the right to appoint a member of its board. Moreover, while there are no formal quotas, foreign businesses are naturally expected to employ as many Gabonese as possible.

The Government pursues an essentially pragmatic policy which is designed to ensure participation in foreign business, but not to chase it away. (President Bongo is fond of saying 'on ne gabonise pas ce qui n'est pas gabonisable'.) The French presence is still dominant, but the Government has on many occasions made it clear (including ministers talking to the author of this article) that Gabon is in no way anyone's 'chasse gardée', and that all comers are welcome.

Foreign investment

In these circumstances foreign business interest and involvement in Gabon has increased enormously. The number of French has increased from 800 at independence to well over 20,000 today (compared for example, with 15,000 British in the whole of Nigeria). France also provides over 80 per cent of foreign investment and some 58 per cent of imports.

However firms from other countries are increasingly involved both in trade and investment, notably American firms (with investments totalling about £300 million second only to the French), as well as German, Italian and Dutch from the western world, Romanian and Yugoslavian from eastern Europe, and firms from Japan. Many of these are particularly interested in minerals, and investing large sums to ensure guaranteed supplies over the coming decades.

Britain in Gabon

Foreign diplomats and businessmen resident in Gabon, and more importantly, Gabonese ministers and senior officials have often expressed their surprise (and in some cases their regret) to the author that British firms are not more active in Gabon. And certainly up until recently our involvement has been small.

Provisional figures for our bilateral trade in 1975 show imports from Gabon of £3.6 million and exports of £2.8 million. Imports have traditionally been almost exclusively composed of timber and oil and exports have been largely composed of glue, whisky, transport equipment and machinery. Apart from a substantial Shell investment in the oil industry, which it would be misleading to call exclusively British, other investment is small and is largely confined to the timber and import distribution sectors (Venesta and Unilever subsidiaries).

However, there have been signs in recent months of considerably greater interest and activity. The number of business visitors to Gabon has increased, and a number of firms believe they are making good progress. The time is certainly ripe. With the combined advantages of a low-priced currency and equal tariff treatment following the recent UDEAC decision (see above) British companies should be able to quote highly competitive prices and seize a considerably larger share of a rapidly expanding market. They will also for the first time be able to participate, under the European Development Fund (EDF IV) in projects financed by the EEC.

Prospects are excellent in many areas, especially capital goods, and there are possibilities of selling a wide range of services varying from finance and construction to technical maintenance.

Likely prospects for British exporters

Areas likely to offer good prospects for British exporters include :

Construction

There will be tough competition from established firms, but

there is plenty of room for determined newcomers. Among current projects are :

Ports. Extension of port facilities at Port Gentil and building of mineral ports at Mayumba and Santa Clara (possible value of £60-£100 million).
Airports. New airport at Libreville, extensions and modernisation at Port Gentil and Franceville.
Roads. Between now and 1980 1,976 kilometres of tarmac and 557 kilometres of dirt roads will be built or updated.
Transgabonais railway. While orders have been placed for almost all work and equipment for the first two sections, the finance has not yet been sought, or contracts for equipment placed, for the third section to be built in the early 1980s. General construction responsibility was recently given to the German company, Philipp Holzmann, to which further inquiries should be directed.
Hydro-electric projects. Construction of barrages and power stations at Kinguele, Tchimbele, Grand Poubara and Chutes de l'Imperatrice (possible value of £250 million).

Consulting engineering
There could be good business for companies which have already relevant experience in Africa, although competition is fierce. The Government has recently declared its intention that adequate feasibility studies should be carried out for all projects by 'companies of international renown'.

Mining industry
The sale of equipment for plants to be created over the next seven years for processing minerals (eg ferro-manganese, ore-treatment and pelletisation plants).

Construction and forestry equipment
This represents one of the biggest areas of imports, and some British companies are already successful here. Imports are either direct by the contractors or indirect through import houses. It is important that firms wishing to do well in this market should offer full technical backing, including training of staff in the UK and periodic visits of service engineers.

Wood industry
With much investment going into processing wood before export, and with the major expansion of production accompanying the building of the Transgabonais, possibilities are considerable. Current projects include extension of plywood factory and sawing mills and a large pulp mill, (capacity 250,000 tons a year).

Oil industry
Supply of equipment and technical services to the oil industry. British companies are already well established here.

Telecommunications
Major investment projects in this area include building of optical path radio links and of automatic telephone exchanges for the larger towns. The ministers concerned told the author that there is plenty of room for British companies provided finance was forthcoming.

Agriculture
Par excellence a field where opportunities are linked to investment. Priority is being given to increased agricultural production in all areas and the following fields have been suggested :

bananas, rice, sugar, groundnuts, horticultural produce, manioc, cocoa, coffee, palm oil and animal husbandry.

Capital intensive modern agro-industrial methods are necessary in view of the short supply of local labour, and this in turn provides good prospects for agricultural machinery sales. Some prospects for veterinary products, although market currently limited by small number of livestock.

Hospitals
Ambitious plans to modernise or construct hospitals and medical centres both in Libreville and outside. Total cost will be about £105 million. Suppliers of pharmaceuticals should also have good opportunities, especially since the State now supplies many of these free.

Education
Educational services are also being rapidly expanded, and opportunities exist for suppliers of equipment.

Consumer goods
The demand for these largely reflects French tastes, and firms which have done well in France might also do well here.

Financial services
Gabon is increasingly having recourse to the Eurodollar market to raise capital for her development programme, and wealthy Gabonese are investing more abroad. London, with its unique skills, should be able to get a large share of this business.

Some efforts are being made to secure greater local participation in insurance, where British companies are not directly represented, but there should still be room for British participation.

Further information

There is an active Chamber of Commerce in Libreville, Chambre de Commerce, d'Agriculture, d'Industrie et des Mines du Gabon, (BP 2234), but no British Embassy. Gabon is covered from the Embassy in Yaoundé and (for commercial and consular matters) by the Consulate in Douala.
Further information on many aspects of doing business in Gabon referred to in this article, and on specific areas of export opportunity, is available from Commercial Relations and Exports Division 2, Department of Trade, 1 Victoria Street, London SW1H 0ET, tel. 01-215 5334.

Detailed statistics of UK overseas trade

Each month the Overseas Trade Statistics give a considerable amount of detail about United Kingdom imports, exports of commodities and, for many of them the most important countries. The information in these statistics is a summary of much more detailed information. This is derived from declarations made by traders to HM Customs and Excise under the descriptions in the Tariff and Overseas Trade Classification (which has over 11,000 commodity headings); there are 199 specified countries.
The fully detailed information is not published on a monthly basis but, when circumstances allow, HM Customs and Excise can supply detailed information about trade under individual descriptions of the Tariff and Overseas Trade Classsification and with individual countries or through United Kingdom ports, either for particular months or for longer periods. A charge is made which covers the cost of the service.
Applications should be made to the Statistical Office, Bill of Entry Section, HM Customs and Excise, 27 Victoria Avenue; Southend-on-Sea, Essex, SS2 6AL (Tel. Southend (0702) 49421, ext. 316 or 323 for Imports, or ext. 314 or 315 for Exports; Telex 99112 CUSEX Southend).

How to go about business

● All correspondence must be in French, and visitors should have a working knowledge of that language. English is spoken and understood very little.

● As with other markets, there is no substitute for a visit to assess the market for yourself and to follow up likely contacts. However, flights and hotels are often fully reserved, so book well in advance. The hotel situation should ease by mid-1977, when many more hotel rooms will have been built.

● Direct contact with import houses should be an important priority. While a number of these tend to be specialised eg for machinery, consumer durables or foodstuffs, most of them continue to cover a wide range of merchandise, and between them, account for a large percentage of imports. Among the biggest are CFAO, SCOA, Davum, Hamelle, CGAE, CCHA and Hatton and Cookson. All these have head offices in Paris and many have buying houses in the UK. Their representatives on the spot sometimes claim that it is their Paris offices which take the key decisions.

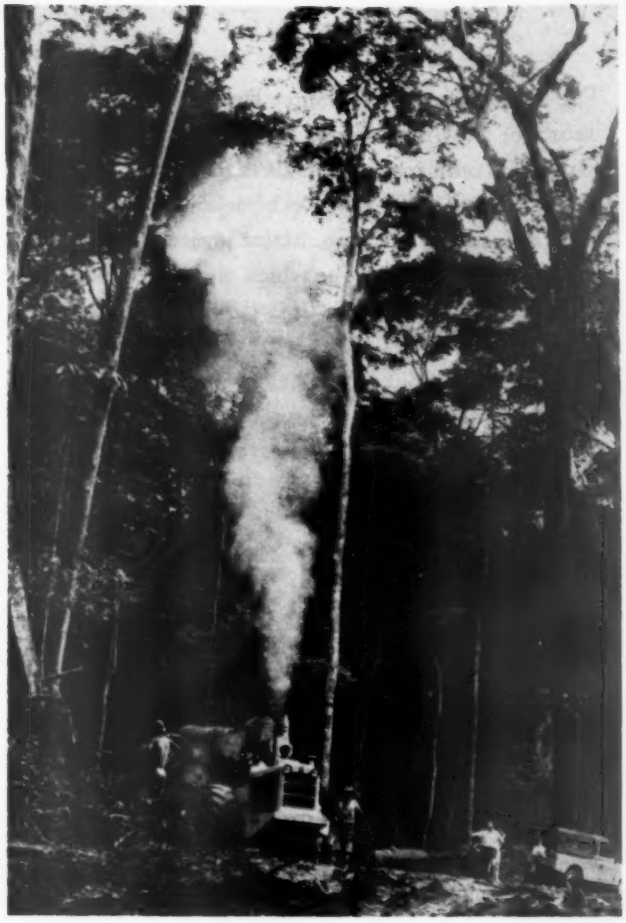
● If you have a French subsidiary, consider using it.

● When responding for calls to tender a firm with no knowledge of the local scene is still likely to be at a disadvantage, and attempts should be made to establish contact with local firms at the earliest opportunity. Entering the market in partnership with one of these may be the answer. This method has already been successfully used by at least one British company. It has recently been announced that calls to tender will be used in future for large-scale public works contracts.

● A specific variation of this method of responding to calls to tender is to come in via one of the 'Projets d'Investissement Diversifiées (PID)'. Under this system the oil companies have agreed to direct a percentage of their turnover to investment in industrial projects which will broaden the basis of the Gabonese economy. The prime aim is to provide import substitution for the domestic market, but it is also envisaged extending the range of exports to UDEAC and world markets. They are looking for foreign partners with special expertise who are able to put up a minority of the capital (perhaps 15-30 per cent) and provide management for economically viable projects. In return, the partner will benefit from their support, financial strength and knowledge of the local scene. Projects already underway include paper pulp, paint and cement factories, and a computer technical service company. The sums involved are considerable; some £26 million in 1976, and perhaps £100 million up to 1980. Interested companies should only approach one of the oil companies when they have a definite proposal to make which they consider is financially and technicallly feasible in the specific conditions of the Gabonese market.

● Last, but not least, it is generally essential to be in a position to offer a package deal which includes finance from the beginning. Otherwise, especially for larger scale deals, you will not be considered. Close contact from the earliest moments with ECGD and merchant banks are therefore necessary. Conversely, there are good opportunities for bankers to take the lead in forming consortia to bid for projects they have identified. If only a small percentage of the British bankers who pour so eagerly into Nigeria looking for business went on to Libreville, Anglo-Gabonese trade could benefit enormously!

Forestry operations in the Gabonese jungle, where British Leyland Land-Rovers are widely used. (Photo: *Afrique Industrie*)



Not an easy market

To conclude, Gabon is in many ways not an easy market, and it is more difficult than many to break into. But prosperity seems soundly based on oil today and minerals (and perhaps more oil) tomorrow.

The climate is generally favourable to foreign business, and many companies, non-French as well as French, are doing very well in what is now perhaps the fastest-growing market in Black Africa. As such, it deserves more attention from British firms. Book well in advance and good luck!

ENGLISH EXPORTERS (LONDON) LTD.
70 Baker Street, London, W.1.
Telephone: 01-486 4871 (7 lines) *Telex:* 23794 *Cables:* ENGLEXPORT London
We offer our services to manufacturers concerning their exports to anywhere in the World without charge to them and pay here against shipping documents.
WE SPECIALISE IN SWITCH, TRIANGULAR AND COMPENSATION TRANSACTIONS.

Addresses of ECGD offices

The Export Credits Guarantee Department (ECGD) is a Government Department providing export credit insurance for United Kingdom exporters and insurance against political risks for new investments overseas. Although credit insurance is its main service to exporters the Department offers them a number of others. Firstly the Bank Guarantee scheme enables exporters who are eligible to obtain export finance from their bank at a special low rate. Major projects carried out by British firms in overseas countries can be financed by the buyer credit technique which gives the exporter the bulk of his payment on shipment of the goods. Similar to this is the line of credit facility which extends the buyer credit principle to include contracts often with an individual value as low as £10,000. ECGD now insures 35 per cent of all UK exports. For full details of all ECGD services contact Publicity Branch, ECGD, Aldermanbury House, Aldermanbury, London EC2P 2EL, telephone 01-606 6699 extension 258, telex 883601, or get in touch with one of the offices listed below.

Central London

London, EC1 to EC4, WC1 and 2, W1 and SW1.

D. G. Hake, Waverley House, 7-12 Noel Street, London W1V 3PB. Tel. 01-437 2292, Telex 24105.

South London

London SE, SW2–20 and W2–14, Kent, Surrey (excluding the administrative district of Spelthorne), East and West Sussex, the eastern part of Hampshire, the Isle of Wight and the Channel Isles.

T. W. Hawes, 320 Purley Way, Croydon, Surrey CR0 4XJ. Tel. 01-686 9921. Telex 946998.

North London

London N, NW, E, the southern parts of Essex, Hertfordshire and Buckinghamshire, the Slough, Burnham and Datchet area of Berkshire and the Spelthorne district of Surrey.

C. W. Gentry, 593–599 High Road, Tottenham, N17 6SW. Tel. 01-808 4570. Telex 263615.

Belfast

The six counties of Northern Ireland.

R. H. Forsyth, River House, High Street, Belfast BT1 2BE. Tel. 0232 31743. Telex 74577.

Birmingham

Leicester, Nottinghamshire, Salop, Staffordshire, Warwickshire, West Midlands, the southern part of Derbyshire and that part of Hereford and Worcester formerly known as Worcestershire.

F. Wilmot, Colmore Centre, 115 Colmore Row, Birmingham B3 3SB. Tel. 021-233 1771. Telex 33132

Bristol

Dyfed, Powys, Gwent, West, Mid and South Glamorgan, Gloucester, Avon, Wiltshire, Oxon, Dorset, Somerset, Devon and Cornwall. That part of Hereford and Worcester formerly known as Herefordshire, Berkshire except the Slough, Burnham and Datchet areas and the western part of Hampshire.

R. A. Bounds, Robinson Building, 1 Redcliffe Street, Bristol BS1 6NP. Tel. 0272 299971. Telex 44248.

Cambridge

Bedfordshire, Cambridge, Norfolk, Northamptonshire and Suffolk, the northern parts of Essex, Hertfordshire and Buckinghamshire, and the southern part of Lincolnshire including the City of Lincoln.

H. Watson, Three Crowns House, 72-80 Hills Road, Cambridge CB2 1NJ Tel. 0223 68801. Telex 81624.

Glasgow

Scotland and the Outer Isles.

F. R. Burge, Fleming House, 134 Renfrew Street, Glasgow G3 6TL. Tel. 041-332 8707. Telex 77130.

Leeds

Durham, Tyne & Wear, Northumberland, Cleveland, North, West and South Yorkshire, Humberside and the northern part of Lincolnshire.

W. Ford, West Riding House, 67 Albion Street, Leeds LS1 5AA. Tel. 0532 450631. Telex 55125.

Manchester

Gwynedd, Clwyd, Cheshire, Merseyside, Greater Manchester, Lancashire, Cumbria, the northern part of Derbyshire and Isle of Man.

R. H. K. Hughes, Elisabeth House, St. Peter's Square, Manchester M2 4AJ. Tel. 061-228 3621. Telex 667756.

New York

In the United States of America exporters can obtain assistance from the Department's resident Representative for the USA and Canada.

J. K. Sedman c/o British Trade Development Office, 150 East 58th Street, New York 10022 USA. Tel. 212-593 2258. Telex 420543.

British Overseas Trade Board

British Commercial representation overseas

British High Commission Office, Singapore

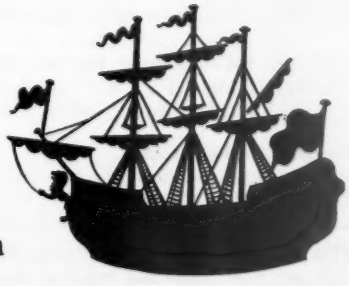
2 Introduction

2 Offices providing services for UK exporters

3-7 British commercial representation overseas

7 British Trade Correspondents

8 Towns and countries in which commercial representation is available



British commercial representation overseas

Business men going abroad

The Commercial Departments of the British Embassies, High Commission Offices and Consulates listed herein can be of considerable help to the British business man travelling abroad on export business. They can assist him with introductions, advice on local conditions and help generally in achieving the purpose of his visit. But they are better able to help if told in advance about the visit, its purpose and the nature of any assistance likely to be required of them. Such advance notification to Commercial Departments is best sent through the Export Services and Promotions Division of the Department of Trade or the Export Section of the Regional Office of the Department of Industry; intending business travellers are advised to contact one or other of these offices (addresses and telephone numbers appear below) at an early stage in arranging visits abroad. These offices will not only notify the visits to the Commercial Departments concerned but can also provide travellers with information about overseas markets before departure.

On arrival overseas the business traveller is advised to telephone the Commercial Department to fix an appointment with the appropriate commercial officer.

'Hints to Business Men' booklets are available for most of the countries listed. British business men who intend visiting any of the countries on export business may obtain copies free of charge from the nearest Regional Office Export Section or from Export Services and Promotions Division (Tel. 01-248 5757, Ext. 7146) (Telex 886143).

Poste Restante and Telex facilities: business men visiting overseas markets may, if they wish, have their mail addressed care of the Commercial Department of the British Embassy/High Commission/Consulate in the country they are visiting. This facility is available during normal business hours only and business men intending to use it are requested to give adequate notice to the overseas Commercial Department beforehand, or alternatively advise the Export Services and Promotions Division of the Department of Trade in London, or their nearest Regional Office Export Section of the Department of Industry. Where public Telex facilities are not freely available, Commercial Departments will, if possible, allow visiting business men who wish urgently to get in touch with their firms to use the post's Telex facilities on a repayment basis.

Services to exporters

The following offices provide services for UK exporters

Headquarters

Export Services and Promotions Division
Export House, 50 Ludgate Hill, London EC4M 7HU
Tel. 01-248 5757. Telex 886143 DTI EXPORT LDN

Regional

Export Office for Scotland
Scottish Economic Planning Department
314 St. Vincent Street, Glasgow G3 8XF
Tel. 041-248 2855. Telex 77583 SEPD GLASGOW

Inverness District Office
Caledonia House, 63/67 Academy Street, Inverness, IV1 1LU
Tel. 0463 30867

Welsh Office Industry Department
Government Buildings, Gabalfa, Cardiff CF4 4YL
Tel. 0222 62131. Telex 49267 INDUSTRY CARDIFF

Yorkshire and Humberside Regional Office
Priestley House, 1 Park Row, Leeds LS1 5LF
Tel. 0532 443171. Telex 557925 DTI LDS

Northern Regional Office
Wellbar House, Gallowgate, Newcastle upon Tyne NE1 4TR
Tel. 0632 27575. Telex 53178 DTI NTYNE

Cumberland and Westmorland District Office
Town Hall, Cockermouth, Cumbria CA13 9NP
Tel. Cockermouth 3498/9.
Telex 64173 DTI COCKERMOUTH

North-Western Regional Office
Sunley Building, Piccadilly Plaza, Manchester M1 4BA
Tel. 061-236 2171. Telex 667104 DTI MCHR

West-Midlands Regional Office
Ladywood House, Stephenson Street, Birmingham B2 4DT
Tel. 021-632 4111. Telex 337021 DTI BHAM

East-Midlands Regional Office
Cranbrook House, 47 Cranbrook Street, Nottingham NG1 1ES
Tel. 0602 46121. Telex 37143 DTI NOTTM

South-Western Regional Office
The Pithay, Bristol BS1 2PB
Tel. 0272 291071. Telex 44214 DTI BRISTOL

Northern Ireland Department of Commerce
Chichester House, 64 Chichester Street, Belfast BT1 4JX
Tel. 0232 34488. Telex 747025 GOVCOMM BELFAST

This list is prepared by the Export Services and Promotions Division of the British Overseas Trade Board and is published half-yearly in *Trade and Industry*. Inquiries relating to the list should be made to Export Services and Promotions Division at Export House, 50 Ludgate Hill, London EC4M 7HU (Tel: 01-248 5757, Ext. 7113).

British commercial representation overseas

AFGHANISTAN
British Embassy, Karte Parwan, **Kabul.** (Tel. 30511/3.)

ALGERIA
British Embassy, Residence Cassionpée, Batiment B., 7, Chemin de Glycines, **Algiers** (Postal address: B.P.43, Alger Gare). (Tel. 605601/04.) (Telex 52872 a/b PRODROME ALGER.)

ARGENTINA
British Embassy, Dr. Luis Agote 2412, **Buenos Aires** (Postal address Casilla de Correo 2050, Buenos Aires). (Tel. 80-7071/9.) (Telex 121666 a/b 121666AR PROBA.)

AUSTRALIA
British High Commission, Commonwealth Avenue, **Canberra, A.C.T.** (Tel. 730422.) (Telex AA62222 a/b UKREP AA62222.)

Sydney—British Consulate-General, Gold Fields House, Sydney Cove, Sydney, Australia 2000, N.S.W. (Tel 27-7521.) (Telex 71 20680 a/b BRITN AA20680.)

Melbourne—British Consulate-General, The Colonial Mutual Life Building, 330 Collins Street, Melbourne, Victoria, Australia 3000. (Tel. 602-1877.) (Telex 71 30660 a/b BRITN AA30660.)

Brisbane—British Consulate-General, BP House, 193 North Quay, Brisbane, Queensland, Australia 4000. (Tel. 2214933 (STD Area Code 07).) (Telex AA40556 a/b BRITN AA40556.)

Perth—British Consulate-General, Prudential Building, 95 St. George's Terrace, Perth, Western Australia 6000. (Tel. 21 5611, 21 7891.) (Telex 71 92493 a/b BRITN 71 92493.)

Adelaide—British Consulate-General, 8th Floor. 70 Pirie Street, Adelaide, South Australia, 5000, (Tel. 2234572.) (Telex 82543 a/b BRITN AA 82543.)

AUSTRIA
British Embassy, Reisnerstrasse 40, 1030, **Vienna.** (Tel. 731575/9.) (Telex 13410 and 12810 a/b BRITEM A.)

BAHAMAS
British High Commission, Bitco Building, Third Floor, East Street, **Nassau.** (Postal address: P.O. Box N 7516, Nassau.) (Tel. 57471/4 (Area Code 80932).) (Telex NS 112 a/b UKREP, Nassau.)

BAHRAIN
British Embassy, Al Mathaf Square, Manama, **Bahrain.** (Postal address: P.O. Box 114, Bahrain.) (Prodrome, Bahrain.) (Tel. 4002.) (Telex GJ8213 a/b 8213 PRODRO GJ.)

BANGLADESH
British High Commission, D.I.T. Building Annexe, Dilkusha (P.O. Box 90), **Dacca-2.** (Tel. 243251-3, 244216-7.)

BARBADOS
British High Commission, 147/9 Roebuck Street (P.O. Box 676c), **Bridgetown.** (Tel. 63525.) (Telex WB219 a/b UKREP, BRI WB 219.)

Important

The information given in this list is intended for the benefit of exporters travelling abroad. All commercial inquiries should be addressed initially to the nearest Regional Office Export Section of the Department of Industry, or to Export Services and Promotions Division, Department of Trade, Export House, 50 Ludgate Hill, London EC4M 7HU (Tel. 01-248 5757) (Telex 886143). A great deal of overseas commercial information is on record and can be supplied immediately.

BELGIUM
British Embassy, Britannia House, Rue Joseph II 28, 1040 **Brussels.** (Tel. (02) 2191165.) (Telex 23462 a/b BRITEM B.)

Antwerp—British Consulate-General, Havenbuilding, Postbus No.6, Van Schoonbekeplein 6, B-2000 Antwerp. (Tel. (031) 326940, 328829, 321698.) (Commercial correspondence should be addressed in the first instance to the Export Services and Promotions Division, Department of Trade, Export House, 50 Ludgate Hill, London EC4M 7HU, or to the British Embassy, Brussels, B-1040.)

BOLIVIA
British Embassy, Avenida Arce 2732-2754 (Casilla 694), **La Paz.** (Tel. 51400 and 29404.) (Telex BX 5228 a/b PRODROME BX 5228.)

BOTSWANA
British High Commission, Private Bag 23, **Gaborone.** (Tel. 2483/5.)

BRAZIL
British Embassy, Avenida das Nacoes, Lote 8 (Caixa Postal 07-0586), **Brasilia** D.F. (Tel. Brasilia 24-6710.) (Telex 061-1360 a/b 611360 EING.)

Rio de Janeiro—British Consulate-General, Praia do Flamengo 284-2° andar Rio de Janeiro GB (Caixa Postal 669-ZC-00). (Tel. 225-7252.) (Telex 2121577 a/b 2121577 EING BR.)

Sao Paulo—British Consulate-General, Avenida Paulista 1938 – 17° andar. (Caixa Postal 846) Sao Paulo, SP. (Tel. 287-7722.) (Telex 11-21384 a/b 1121384 BRIT.)

BRUNEI
British High Commission, Room 45, 5th Floor, Hong Kong Bank Chambers, Jalan Chevalier, **Bandar Seri Begawan,** Brunei. (Tel. 6001.) (Telex BRU 211 a/b UKREP, BRU 211.)

BULGARIA
British Embassy, Boulevard Marchal Tolbukhin 65-67, **Sofia.** (Tel. 885361/2.) (Telex 22363 a/b PRODROME SOFIA.)

BURMA
British Embassy, 80 Strand Road (P.O.Box 638), **Rangoon.** (Tel. 15700.)

CAMEROON
British Consulate, Rue Alfred Saker (Postal Address: BP 1016, **Douala,** Cameroon). (Tel. 42 21 77 and 42 22 45.) (Telex 5353 a/b BRITAIN 5353 KN.)

CANADA
British High Commission, 80 Elgin Street, **Ottawa** K1P 5K7, Ontario. (Tel. 237-1530.) (Telex 0533318 a/b UKREP OTT.)

Montreal—British Consulate General, 635 Dorchester Boulevard West, Montreal 101, P.Q. (Tel. 866-5863.) (Telex 01-26437 a/b BRITAIN, MTL.)

Toronto—British Consulate General, 8th Floor, 200 University Avenue, Toronto, Ontario M5H 3E3. (Tel. 864-1290.) (Telex 02-29531 a/b BRITAIN, TOR.)

Vancouver—British Consulate General, 4th Floor, Bank of Nova Scotia Building, 602 West Hastings Street, Vancouver BC, V6B 1P6, British Columbia. (Tel. 683-4421.) (Telex 04-51287 a/b BRITAIN, VCR.)

Halifax—British Consulate, 10th Floor. Centennial Building, 1645 Granville Street, Halifax, Nova Scotia. (Tel. 422-7488.) (Telex 019-21634 a/b BRITAIN, HFX.)

Edmonton—British Consulate, Suite 1404, Three McCauley Plaza, 10025 Jasper Avenue, Edmonton, Alberta T5J 1S6. (Tel. 424-0481.) (Telex 037-2421 a/b BRITAIN, EDM.)

Winnipeg—British Consulate, 402 Monarch Life Building, 333 Broadway Avenue, Winnipeg, 1, Manitoba R3C OS9. (Tel 942-3151.) (Telex 07-57814 a/b BRITAIN, WPG.)

CHILE
British Embassy, La Concepcion. 177 Casilla 72-D, **Santiago.** (Tel. 239166.) (Telex 40844 a/b PROST CL.)

CHINA
British Embassy, 11 Kuang Hua Lu, Chien Kou Men Wai, **Peking.** (Tel. 521961/4.)

COLOMBIA
British Embassy, Calle 38, 13-35 Pisos 9-11, **Bogota.** (*Airmail address:* Apartado Aereo 4508, Bogota.) (Tel. 698100.) (Telex 44503 a/b BRIT CO.)

COSTA RICA
British Embassy, Paseo Colon,3202, Apartado 10056, **San José.** (Tel. 21-56-88.) (Telex CR2169 a/b 2169 PRODROME.)

CUBA
British Embassy, Edificio Bolivar, Capdevila, 101-103, e Morro y Prado, **Havana.** (Tel. 61-5681.) (Postal address: c/o British High Commission, P.O. Box 882, Kingston, Jamaica.)

CYPRUS
British High Commission, P.O. Box 1978, Alexander Pallis Street, **Nicosia.** (Tel. 73131/5.) (Telex 2208 a/b UKREPNIC.)

CZECHOSLOVAKIA
British Embassy, Thunovská úlice 14, Malá Strana 118 00 **Prague 1.** (Tel. 533347/9, 533340 and 533370.) (Telex 121011 a/b 121011 PRDM C.)

DENMARK
British Embassy, 36-40 Kastelsvej, DK-2100 **Copenhagen O.** (Tel. (01) 14 46 00.) (Telex 19908 a/b 19908 BRIEMB DK.)

(*There is also an Honorary Consul in the* **Faroe Islands** *at Thorshavn who will be glad to see British business visitors:*
British Consulate, Yviri vid Strand 17 (P.O. Box 49) DK—3800, **Thorshavn,** Faroe Islands. (Tel. Bryggjan 13510.) (Telex 81259 a/b MARRCO FA.)

DOMINICAN REPUBLIC
British Embassy, Avenida Independencia 506, **Santo Domingo.** (Tel. 682-3128/9.) (Telex 3460075 a/b 3460075 PRODROME.)

ECUADOR
British Embassy (opposite Hotel Quito), Gonzalez Suárez 111, **Quito** (Postal address: Casilla 314, Quito). (Tel. 230070/3.) (Telex 022138 a/b 022138 PRODQT ED.)

EGYPT, ARAB REPUBLIC OF
British Embassy, Kasr El Doubara, Garden City, **Cairo.** (Tel. 20850.)

EL SALVADOR
British Embassy, 13a Avenida Norte (Continuacion), No. 611, Colonia Duenas, **San Salvador.** (Tel. 219106, 220590, 223945.) (Telex 20133 a/b PRODSALV.)
(*Postal address: Embajada Britanica, Apartado (cc) 500, San Salvador, El Salvador, Central America.*)

ETHIOPIA
British Embassy, Papassinos Building, Ras Desta Damtew Avenue, P.O. Box 858, **Addis Ababa.** (Tel. 151166 and 151252/3.)

Asmara—British Consulate, Gellatly Hankey Building, Av. Haile Selassie I, P.O. Box 254, Asmara. (Tel. 110131.)

FIJI
British High Commission, Civic Centre, Stinson Parade (P.O. Box 1355), **Suva** (UKREP SUVA). (Tel. 311033.) (Telex FJ 2129 a/b UKREP FJ 2129.)

FINLAND
British Embassy, Uudenmaankatu 16-20, **Helsinki** 12. (Tel. 12574.) (Telex 121122 a/b UKHKI SF.)

FRANCE
British Embassy, 35 Rue du Faubourg St. Honoré, **75008 Paris.** (Tel. 266-91-42.) (Telex 8022-650264 a/b INFORM PARIS.)

Bordeaux—British Consulate-General, 15 Cours de Verdun, 33081 Bordeaux Cedex. (Tel. 52-28-35/6.) (Telex 570440 a/b BRITAIN BORDX.)

Lille—British Consulate-General, 11-13-15 Square Dutilleul (Sac Postal 3477), 59019 Lille Cedex. (Tel. 573549 and 570177.) (Telex 820669 a/b 820669 BRITAIN LILLE.)

Lyon—British Consulate-General, 24 Rue Childebert, 69 288 Lyon Cedex 1, Rhone. (Tel. 375967/8.) (Telex 8022-330254 a/b BRITAIN LYON.)

Marseilles—British Consulate-General, 24 Avenue du Prado, 13-Marseilles 6e (Bouches du Rhonee). (Tel. 376855.) (Telex 420307 a/b BRITAIN MARSL.)

Strasbourg—British Consulate-General, 10 Rue du General de Castelnau, 67001 Strasbourg Cedex. (Tel. 88-366491.) (Telex 870995 a/b BRISTRA STRBG.)

GABONESE REPUBLIC
British Consulate, Rue Alfred Saker, Douala, Cameroon. (Postal Address: BP 1016, Douala, Cameroon.) (Tel. 422177 and 422245.) (Telex 5353 a/b BRITAIN 5353 KN.)

Telegraphic address

Unless otherwise stated, the telegraphic addresses to be used are:
Embassies—'Prodrome' followed by the town name.
Consular offices—'Britain' followed by the town name.
High Commission offices—'Ukrep' followed by the town name.
CANADA—Consular offices—'Britcon' followed by the town name.

GAMBIA, THE
British High Commission, 78 Wellington Street, P.O. Box 507, **Banjul.** (Tel. 244/6.)

GERMANY, DEMOCRATIC REPUBLIC
British Embassy, **Berlin** c/o BFPO 45. (Tel. 2202431.) (Telex 113171 and 113172 a/b GBBER DD.)

GERMANY, FEDERAL REPUBLIC
British Embassy, 53 **Bonn,** Friedrich-Ebert Allee 77. (Tel. 234061.) (Telex 886887, 8869561 and 8869562 a/b BRI D.)

Berlin—British Consulate-General, 1000 Berlin 12, Uhlandstrasse 7-8. (Tel. 3095295.) (Telex 184268 a/b UKBLN D.)

Dusseldorf—British Consulate-General, 4 Dusseldorf, Nordsternhaus, Georg-Glock-Strasse 14. (Tel. 434281-5.) (Telex 8584855 a/b 8584855 COM D.)

Frankfurt—British Consulate-General, 6 Frankfurt, Bockenheimer Landstrasse 51-53. (Tel. 720406.) (Telex 414932 a/b UKFFT D.)

Hamburg—British Consulate-General, 2000 Hamburg 13, Harvestehuderweg 8a. (Tel. 4513 51/5.) (Telex 213562 a/b BRHBG.)

Hanover—British Consulate-General, 3000 Hanover, Uhlemeyer Strasse 9 & 11. (Tel. 327641/5.) (Telex 923263 a/b BCGHN D.)

Munich—British Consulate-General, 8 Munich 40, Malienstrasse 62. (Tel. 394015/19.) (Telex 529959 a/b UKMUN D.)

Stuttgart—British Consulate-General, 7 Stuttgart, Kriegsbergstrasse 28. (Tel. 293216/8.) (Telex 722397 a/b 722397 UKST D.)

GHANA
British High Commission, Barclays Bank Building, High Street (P.O. Box 296), **Accra.** (Tel. 64651.)
(*The P.O. Box number must be used for all correspondence.*)

GREECE
British Embassy, 1, Ploutarchou Street, **Athens** 139. (Tel. 736211 (10 lines).) (Telex 216440 a/b 216440 LION GR.)

GUATEMALA
British Consulate, Edificio Maya, Via 5, No 4-50, 8° Piso, Zona 4, **Guatemala City.** (Tel. 61329 and 64375.) (Telex 279 a/b BRITON GU.)

GUYANA
British High Commission, 44 Main Street, (P.O. Box 625), **Georgetown.** (Tel. 65881/4.) (Telex GY221 a/b 221 UKREP GY.)

HAITI
British Consulate, 21 Avenue Marie-Jeanne, Cité de l'Exposition, (P.O. Box 1302), **Port-au-Prince.** (Tel. 21227 & 22225.) (Telex RCA 329118 and ITT3490013.)

HONDURAS
British Embassy, Paseo Colon 3202, Apartado 10056, **San José,** Costa Rica. (Tel. 215688.) (Telex CR2169 a/b 2169 PRODROME).

HONG KONG
British Trade Commissioner, P.O. Box 528, 9th Floor, Gammon House, 12 Harcourt Road, **Hong Kong.** ('Uktrade, Hong Kong.') Tel. 5-229541.) (Telex HX73031 a/b UKTRA HX.)

HUNGARY
British Embassy, Harmincad Utca 6, **Budapest** V. (Tel. 182-880.) (Telex 224527 a/b 224527 BRIT H.)

ICELAND
British Embassy, Laufasvegur 49, **Reykjavik.** (Tel. 15883/4.) (Telex 2037 a/b 2037 UKREYK IS.)

INDIA
British High Commission in India, Chanakyapuri, **New Delhi,** 110021. (Tel. 70371.) (Telex 2135 a/b ND 2135.)

Calcutta—British High Commission, 1 Ho Chi Minh Sarani, P.O. Box 9073, Calcutta, 700016. (Tel. 44-5171.)

Bombay—British High Commission, P.O. Box 815, Mercantile Bank Buildings, Mahatma Gandhi Road, Bombay, 400001. (Tel. 259981/5.) (Telex 011-2850 a/b 011-2850 UKREP BY.)

Madras—British High Commission, P.O. Box 3710, 150A Anna Salai, Madras, 600002. (Tel. 83136.)

INDONESIA
British Embassy, Djalan Thamrim 75, **Jakarta.** (Tel. 41091/8.) (Telex 46166 a/b PRODROME DKT 46166.)

IRAN
British Embassy, Avenue Ferdowsi, **Tehran.** (Tel. 645011/14 & 646017.) (Telex 212493 a/b 212493 PROD IR.)

IRAQ
British Embassy, Commercial Section, Shaheen Building, Saadoon Street, **Baghdad.** (Tel. 99001/3.)

IRISH REPUBLIC
British Embassy, 33 Merrion Road, **Dublin,** 4. (Tel. 695211.) (Telex 5296 a/b 5296 UKDB EI.)

ISRAEL
British Embassy, 192 Rehov Hayarkon Street. **Tel Aviv** 63405. (Tel. 249171-8.) (Telex 33559 a/b TLVIV.)

ITALY
British Embassy, Via XX Settembre 80A, I 00187 **Rome.** (Tel. 4755551-5.) (Telex 8023-61049 a/b 61049 PRODROME.)

Milan—British Consulate-General, Via San Paolo 7, I-20121 Milan. (Tel. 803442-6.) (Telex 8023-31528 a/b 31528 BRITAIN.)

Florence—British Consulate, Palazzo Castelbarco Lungarno Corsini 2, I 50123 Florence. (Tel. 272594.) (Telex 57270 a/b 57270 BRITAIN.)

Genoa—British Consulate-General, Via XII Ottobre 2, I 16121 Genoa. (Tel. 564833.) (Telex 27689 a/b 27689 BRITAIN.)

Naples and Bari—British Consulate-General, Via Fransesco Crispi 122, 80122 Naples. (Tel. 663883.) (Telex 71330 a/b 71330 BRITAIN.)

Palermo—British Consulate, Palazzo Vassallo, Via Marchese di Villabianco 9, I 90143 Palermo. (Tel. 253364-6.) (Telex 91111 a/b 91111 CONSULUK.)

Turin—British Consulate, Corso Vittorio Emanuele 1 (Angolo Corso Massimo d'Azeglio), I 10125 Turin. (Tel. 657676/7.) (Telex 8023-21464 a/b BRITAIN-TURIN.)

Venice—British Consulate: Postal address—P.O. Box 679, 30100 Venice; callers—Accademia Dorsoduro 1051 30123 Venice. (Tel. 27408.) (Telex 41283 a/b 41283 BRITAIN.)

IVORY COAST
British Embassy, Fifth Floor, Immeuble Shell, Avenue Lamblin, **Abidjan.** (Postal address: Boite Postale 2581, Abidjan.) (Tel. 226615, 322776 and 324980.) (Telex 706 a/b PRODROME ABIDJAN.)

JAMAICA
British High Commission, 34 Duke Street, **Kingston,** Jamaica. (Britcom, Kingston.) (Tel. 93-21930.) (Telex 2110 a/b UKREP, KIN JA.)

JAPAN
British Embassy, 1 Ichibancho, Chiyoda-ku, **Tokyo** 102. (Tel. (03) 265-5511.) (Telex J.22755 a/b PRODROME.)

Osaka—British Consulate-General, Hong-kong Bank Building, 45 Awajimachi, 4-chome, Higashi-ku, Osaka 541. (Tel. (06) 231-3355/7.) (Telex 522 5167 a/b BRITAIN OSA or BRIOSK.)

JORDAN
British Embassy, King Hussein Street, P.O. Box 6062, **Amman.** (Tel. 37374-5.)

KENYA
British High Commission in Kenya, P.O. Box 30133, 13th Floor, Bruce House, Standard Street, **Nairobi.** (Tel. 335944.) (Telex 22219 a/b UKREP, NAIROBI.)

KOREA, REPUBLIC OF (South Korea)
British Embassy, **Seoul** BFPO via BFPO1. (Tel. 75-7341/3.) (Telex K27320 a/b PRODROM K27320.)

KUWAIT
British Embassy, 6 Kuwait Investment Company Building (P.O. Box 300 SaFat), **Kuwait.** (Tel. 439221/2.)

LAOS
British Embassy, Rue J. Nehru, P.O. Box 224, **Vientiane.** (Tel. 2333 and 2374.)

LEBANON
British Embassy, Avenue de Paris Ras Beirut, **Beirut.** (Tel. 362500/1, 362564, 362618, 363286, 364158, 365483.) (Telex 20465 a/b PRODROME.)

LESOTHO
British High Commission, P.O. Box 521, **Maseru.** (Tel. 3961.)

LIBERIA
British Embassy, P.O. Box 120, 'Mamba Point', **Monrovia.** (Tel. 21055, 21107.) (Telex 4287 a/b PRODROME LIB.)

LIBYAN ARAB REPUBLIC
British Embassy, 30 Sharia Gamal Abdul Nasser, **Tripoli.** (Tel. 31191/5.)

LUXEMBOURG
British Embassy, 28 Boulevard Royal, **Luxembourg.** (Tel. 29864/5.) (Telex 3443 a/b 3443 PRODRO LU.)

MADAGASCAR (MALAGASY REPUBLIC)
British High Commission, Permanent House (corner Azikiwe Street/Independence Avenue), Dar-es-Salaam, **Tanzania.** (Postal address: P.O. Box 9112.) (Tel. 29601.)

MALAWI
British High Commission, Blantyre Office, Victoria Avenue, P.O. Box 479, **Blantyre.** (Tel. 33022.)

Important

The information given in this list is intended for the benefit of exporters travelling abroad. All commercial inquiries should be addressed initially to the nearest Regional Office Export Section of the Department of Industry, or to Export Services and Promotions Division, Department of Trade, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757) (Telex 886143). A great deal of overseas commercial information is on record and can be supplied immediately.

MALAYSIA
British High Commission (P.O. Box 1030), 13th Floor, Wisma Damansara, Jalan Semantan, **Kuala Lumpur.** (Tel. 741533.) (Telex 30245 a/b UKREP MA30245.)

MALTA
British High Commission, 7 St. Anne Street, **Floriana.** (Tel. Central 21285/6/7.) (Telex 249 UKREP MW.)

MAURITIUS
British High Commission, P.O. Box 586, Cerne House, Chaussée, **Port Louis.** (Tel 20201.) (Telex IW 266 a/b UKREP IW 266.)

MEXICO
British Embassy, Lerma 71, Cuauhtemoc, P.O. Box 96 Bis., **Mexico 5** D.F. (Tel. 5114880/5 & 5143327.) (Telex 1771185 a/b 1771185 UKEMMX, 1773093 a/b 1773093 UKEMMX.)

MONGOLIA
British Embassy, 30 Enkh Taivny Gudamzh (P.O. Box No. 703), **Ulan Bator,** The People's Republic of Mongolia. (Tel. 51033.)

MOROCCO
British Consulate-General, 60 Boulevard d'Anfa (Boite Postale 762), **Casablanca.** (Tel. 261440/1.) (Telex 22781 M a/b BRITAIN 22781 M.)

MOZAMBIQUE
British Embassy, 310 Avenida Augusto do Castilho (P.O. Box 55), **Maputo.** (Tel. 26011/2, 29989.) (Telex 6-265 a/b 6-265 PROLM MO.)

NEPAL
British Embassy, Lain Chaur (P.O. Box 106), **Kathmandu.** (Tel. 11081, 11588/9.)

NETHERLANDS
British Embassy, Lange Voorhout 10, **The Hague.** (Tel. (070) 645800.) (Telex 31600 a/b 31600 BEMB NL.)

Amsterdam—British Consulate-General, Johannes Vermeerstraat 7, Amsterdam. (Tel. (020) 736128 (4 lines); Commercial Section, 739143 (4 lines).) (Telex 15117 a/b 15117 UKAMS NL.)

NEW ZEALAND
British High Commission, Reserve Bank of New Zealand Building, 9th Floor, 2 The Terrace, **Wellington** 1. (Postal address: P.O. Box 369.) (Tel. 726-049.) (Telex NZ 3325 a/b UKREP NZ 3325.)

Auckland—British High Commission, 9th Floor, Norwich Union Building, Queen Street, Auckland, 1. (Postal address: Private Bag, Auckland, 1.) (Tel. 32-973.) (Telex NZ 2412 a/b UKREPAK NZ 2412.)

Christchurch—British Commercial Representative, P.O. Box 1762, Christchurch.

NICARAGUA
British Embassy, Paseo Colon 3202 Apartado, 10056, **San José,** Costa Rica. (Tel. 215688.) (Telex CR2169 a/b 2169 PRODROME.)

NIGERIA
British High Commission in Nigeria, Kajola House, 62-64 Campbell Street, **Lagos.** (Postal address: Private Mail Bag 12136, Lagos, Nigeria.) (Tel. 51630, Counsellor 21202 or First Secretary 21409.) (Telex 21247 a/b UKREP, LAGOS.)

Ibadan—Office of the British Deputy High Commissioner, Finance Corporation Building, Lebabon Street, Ibadan. (Tel. 21551.) (Telex 31102 a/b BHC IBN (NG).) (Postal address: Private Mail Bag 5010, Ibadan.)

Kaduna—Office of the British Deputy High Commissioner, Office of the United Bank for Africa Building, Yakubu Gowon Way, Kaduna. (Tel. 22573/5.) (Telex 71104 a/b 71104 UKREP BG.) (Postal Address: Private Mail Bag 2096, Kaduna.)

NORWAY
British Embassy, Thomas Heftyesgate 8, **Oslo,** 2. (Tel. 563890/7.) (Telex 11575 a/b 11575 UKOSL N.)

Bergen—Consul, British Consulate, Slottsgaten 1, 5015 Bergen. (Tel. 210990 & 217033.) (Telex 42660 a/b 42660 UK BGN N.)

OKINAWA PREFECTURE
British Consulate-General, Hong Kong Bank Building, 45 Awajimachi, 4-chome, Higashi-ku, **Osaka** 541. (Tel. 231-3355/7.)

OMAN
British Embassy, **Muscat.** (Postal address: P.O. Box 300, Muscat.) (Tel. 722411.) (Telex MB 216 a/b PRODROME MB 216, and MB 273 a/b PRODROME MB 273.)

PAKISTAN
British Embassy, Diplomatic Enclave, Ramna 5 (P.O. Box 1122), **Islamabad** (British Islamabad). (Tel. 22131/5.)

Karachi—British Consulate-General, York Place, Runnymede Lane, Port Trust Estate, Clifton, Karachi-6 (Britain Karachi). (Tel. 53 20 41/46.) *Commercial matters concerning the northern areas, including the provinces of Punjab and North West Frontier, are dealt with by the Embassy, and for Sind and Baluchistan provinces by the Consulate at Karachi.*

PANAMA
British Embassy, Via Espana 120, **Panama City.** (Postal address: Panama City c/o British Consulate Box B, Balboa Post Office, Canal Zone, Panama.) (Tel. Panama City 23-0451.) (Telex 3481020 a/b PROPANA.)

PAPUA NEW GUINEA
British High Commission, United Church Building (3rd floor), Douglas Street, **Port Moresby.** (Postal address: P.O. Box 739, Port Moresby.) (Tel. 243331/3.) (Telex NE 22142 a/b UKREP 22142.)

PARAGUAY
British Embassy, 25 de Mayo 171, **Asuncion.** (Postal address: Casilla de Correo 404, Asuncion.) (Tel. 49146.) (Telex 139 a/b PRODROME 139 PY.)

PERU
British Embassy, Edificio Washington, Plaza Washington, Avenida Arequipa (sextra cuadra), **Lima.** (Postal address: P.O. Box 854, Lima.) (Tel. 283830.) (Telex PX 25230 a/b 25230 PU PRODROME.)

PHILIPPINES
British Embassy, P.O. Box 295, 9th Floor, L. & S. Building, 1414 Roxas Boulevard, **Manila.** (Tel. 58-27-71/8.) (Telex 3282 PRODME PN a/b 3282 PRODME PN.)

POLAND
British Embassy, Aleje Roz 1, **Warsaw.** (Tel. 281001-5.) (Telex 813694 a/b 813694 PROD PL.)

PORTUGAL
British Embassy, Rua de S. Domingos a Lapa 35-39, **Lisbon 3.** (Tel. 661191/5.) (Telex 12278 a/b 12278 PROLIS P.)

QATAR
British Embassy, P.O. Box 3, **Doha.** (Tel. 22637.) (Telex POLITICAL DH4205 a/b 4205 PRODRO DH.)

ROMANIA
British Embassy, 24, Strada Jules Michelet, **Bucharest.** (Tel. 111635/6.) (Telex 011-295 a/b PRODROME, BUC.)

SAUDI ARABIA
British Embassy, Commercial Section, Dutch Bank Building, 4th Floor (P.O. Box 393), **Jedda.** (Tel. 27306 & 27122.) (Telex 40043 SJ a/b PRODROM SJ).

SENEGAL
British Embassy, 20 Rue du Docteur Guillet (B.P. 6025), **Dakar.** (Tel. 22383.) (Telex 548 a/b PRODROME, SG.)

SIERRA LEONE
British Trade and Information Centre, 4th Floor, Leone House, Siaka Stevens Street, **Freetown.** (Tel. 24096 and 23961/5.) (Telex 235 a/b UKREP FTN 235.)

SINGAPORE
British High Commission, Tanglin Circus, **Singapore 10.** (Postal address: Tanglin P.O. Box 19.) (Tel. 639333.) (Telex RS 21218 a/b UKREP SP RS 21218.)

SOMALI REPUBLIC
British Embassy, Waddada Xasan Geeddi Abtoow 7/8, P.O. Box 1036, **Mogadishu.** (Tel. 2288.) (Telex Mogadishu 617 a/b PRODROME MOG SM.)

SOUTH AFRICA, REPUBLIC OF
British Embassy, 6 Hill Street, Arcadia, **Pretoria 0002.** (Tel. 74-3121.) (Telex 44641 a/b 44641 PR.)
Johannesburg—British Consulate-General, 8th Floor, BP Centre, corner Kerk and Harrison St., Johannesburg 2001, P.O. Box 10101, Johannesburg, 2000. (Tel. 216161.) (Telex 43-7115 a/b 43-7115 JH.)
(Johannesburg is the senior commercial post and the central point for British trade promotion work in South Africa.)
Cape Town—British Consulate-General, 11th Floor, African Eagle Centre, 2 St. Georges Street, P.O. Box 500, Cape Town. (Tel. 41-1466/8.) (Telex 5-7447CT a/b 5-7447CT.)
Durban—British Consulate General, 7th Floor, Barclays Bank Building, Field Street, Durban. (Tel. 313131 (five lines).) (Telex 6-7428 a/b 6-7428 DN.)

SPAIN
British Embassy, Calle de Fernando el Santo 16, **Madrid** 4. (Tel. 419-0200/12.) (Telex 27656 a/b 27656 INGLAE.)
Barcelona—British Consulate-General, Edificio Torre de Barcelona, Avenida Generalisimo Franco 477 (13 Floor), Apartado de Correos 12111, Barcelona 11. (Tel. 239 0804, 239 1300.) (Telex 52799 a/b 52799 BRBAR E.)
Bilbao—British Consulate-General, Alameda Urquijo 2-8, Bilbao 8. (Tel. 214780.) (Telex 32446 a/b 32446 BRBIL.)

Telegraphic address

Unless otherwise stated, the telegraphic addresses to be used are:
Embassies—'Prodrome' followed by the town name.
Consular offices—'Britain' followed by the town name.
High Commission offices—'Ukrep' followed by the town name.
CANADA—Consular offices 'Britcon' followed by the town name.

Seville—British Embassy, Calle de Fernando el Santo 16, **Madrid** 4. (Tel. 419-0200/12). (Telex 27656 a/b 27656 INGLAE.)
Valencia—British Embassy, Calle de Fernando el Santo 16, **Madrid** 4. Spain. (Tel. 419-0200/11.) (Telex 27656 a/b 27656 INGLAE.)
Vigo—British Vice-Consulate, Plaza de Compostela No. 23 (6°), (P.O. Box 49), Vigo. (Tel. 211450.)
Palma de Mallorca—British Consulate, 23-1° Jaime III, Palma de Mallorca. (Tel. 212085, 212445.)
Las Palmas—British Consulate, Edificio Hocasa, 6 Piso, Calle Alfredo L. Jones, 33 (P.O. Box 2020), Las Palmas, Gran Canaria, Canary Islands. (Tel. 262508.) (Telex 95276 a/b 95276 BRTLP E.)

SRI LANKA
British High Commission, Galle Road, Kollupitiya, **Colombo** 3. (Postal address: P.O. Box 1433, Colombo.) (Tel. 27611/15.) (Telex 1101 a/b UKREP, COLOMBO.)

SUDAN
British Embassy, P.O. Box 801, New Aboulela Building, Barlaman Avenue, **Khartoum.** (Tel. 70760, 70766-9.)

SURINAM
British High Commission, 44 Main Street, (P.O. Box 625), **Georgetown,** Guyana. (Tel. 65881/2/3/4.)
There is an Honorary Consul at the British Consulate at Paramaribo who will be pleased to see business visitors. His address is: 15 Mr. Dr. de Mirandastraat (P.O. Box 1300), **Paramaribo.** (Tel. 77455.)

SWAZILAND
British High Commission, Alister Miller Street, **Mbabane.** (Postal address: British High Commission, Private Bag, Mbabane.) (Tel. 2581.)

SWEDEN
British Embassy, Skarpögatan 6-8, S-115 27 **Stockholm.** (Tel. 670140.) (Telex 19340 a/b BRITEMB S.)
Gothenburg—British Consulate-General, Götgatan 15, S-411 05 Gothenburg. (Tel. 136277.) (Telex 20041 a/b BRITAIN S.)
Malmo—British Consulate, Lilla Nygatan 11, S-211 38 Malmö. (Tel. 126625.)

SWITZERLAND
Zurich—British Consulate-General, Dufourstrasse 56, 8008 Zurich. (Tel. (01) 47 15 20/6.) (Telex 54260 a/b 54260 UKZUR CH.)
(Zurich is the senior commercial post and central point for British trade promotion work in Switzerland.)
Berne—British Embassy, Thunstrasse 50, 3005 Berne. (Tel. (031) 445021/8.) (Telex 32687 a/b 32687 UK BNECH.)
Basle—British Consulate, P.O. Box No. 851, Rittergasse 35, 4001 Basle. (Tel. (061) 235843.) (Telex 62959 a/b UKBAL CH.)
Geneva—British Consulate-General, 6th Floor, Rue de Vermont 37-39, 1211 Geneva 20. (Tel. (022) 343800, 332385.) (Telex 22956 a/b 22956A (or B) UKGV CH.)

SYRIA
British Embassy, 11 Kotob Building, Mohd. Kurd Ali Street, Malki Avenue (P.O. Box 37), **Damascus.** (Tel. 332561-3.) (Telex 11049 a/b 11049 BRITEM SY.)

TAHITI
British Embassy, 35 Rue du Faubourg St. Honoré, 75008 **Paris.** (Tel. 266-91-42). (Telex 650264 a/b INFORM PARIS.)

TANZANIA
British High Commission, Permanent House, corner Azikiwe Street/Independence Avenue, P.O. Box 9112, **Dar-es-Salaam.** (Tel. 29601.) (Telex 41004 a/b 41004 UKREP.)

THAILAND
British Embassy, Pleonchit Road, **Bangkok.** (Tel. 527161 (Monday to Friday 0800-1630), 527160 (all other times).)

TOGO
British High Commission, Barclays Bank Buildings, High Street, P.O. Box 296, **Accra,** Ghana. (Tel. 64651.)

TONGA
British High Commission, **Nukualofa.**

TRINIDAD AND TOBAGO
British High Commission, Furness House, 90 Independence Square, P.O. Box 778, **Port of Spain,** Trinidad. (Tel. 52861/6.) (Telex WG 224 a/b UKREP 224.)

TUNISIA
British Embassy, 5 Place de la Victoire, **Tunis.** (Tel. 245100, 245324, 245649.) (Telex TUNIS 12007 a/b PRDROM 12007 TUNIS.)

TURKEY
British Embassy, Sehit Ersan Caddesi, 46a, Cankaya, **Ankara.** (Tel. 274310/15.) (Telex 42320 a/b PROD TR.)
Istanbul—British Consulate-General, Tepebasi, Beyoglu, Istanbul. (Tel. 447540, 447545.) (Telex 298 a/b BRITAIN IST.)

UGANDA
British High Commission, P.O. Box 7070, 10-12 Parliament Avenue, **Kampala.** (Tel. 57054/9.) (Telex 61006 a/b 61006 UKREP KLA.)

UNITED ARAB EMIRATES
Abu Dhabi—British Embassy, Commercial Secretariat, First Floor, Shaikh Ahmad bin Hamid Building, Shaikh Hamdan Street, Abu Dhabi. (Postal address: P.O. Box 248, Abu Dhabi.) (Tel. 43033/4/5.) (Telex AH2234 a/b PRODROME AH 2234 AH 2244 a/b PRODROME AH 2244.)
Dubai—British Embassy, Tariq Ibn Zayed Street (P.O. Box 65), Dubai. (Tel. 31070, 31893 and 31993.) (Telex DB 5426 a/b 5426 BRITEM DB.)

UNITED STATES
Washington—British Embassy, 3100 Massachusetts Avenue, N.W., Washington D.C. 20008. (Tel. HO21340 or 4621340 (Area Code 202).) (Telex 892370 a/b PRODROME WSH.)
New York—British Trade Development Office, 150 East 58th Street (19th and 20th floors), New York, N.Y. 10022. (Tel. 593-2258, Area Code 212.) (Telex 126919 a/b PRODROME NYK.)
(New York is the senior commercial post and the central point for British trade promotion work in the USA. Export Credits Guarantee Department's representative in N. America is at the same address.)

Atlanta—British Consulate-General, Suite 912, 225 Peachtree Street, N.E., Atlanta, Georgia 30303. (Tel. 524-5856/8, Area Code 404.) (Telex 542517 a/b BRITAIN ATL.)

Boston—British Consulate-General, Suite 4740, Prudential Tower, Prudential Centre, Boston, Massachusetts 02199. (Tel. 261-3060, Area Code 617.) (Telex 940994 a/b BRITAIN BSN.)

Chicago—British Consulate-General, 33 N. Dearborn Street, Chicago, Ill. 60602. (Tel. 346-1810/17, Area Code 312.) (Telex 254432 a/b BRITAIN CGO.)

Cleveland—British Consulate-General, 1828 Illuminating Building, 55 Public Square, Cleveland, Ohio 44113. (Tel. 621-7674, Area Code 216.) (Telex 980126 a/b BRITAIN CLV.)

Dallas—British Government Trade Office, 813 Stemmons Tower West, 2730 Stemmons Freeway, Dallas, Texas 75207. ('BRITAIN, Dallas'.) (Tel. 637-3600, Area Code 214.) (Telex 730382 a/b BRITAIN DAL.)

Detroit—British Consulate-General, 2200 Detroit Bank and Trust Building, 211 Fort Street West, Detroit, Michigan 48226. (Tel. 962-4776, Area Code 313.) (Telex 230158 a/b BRITAIN DET.)

Houston—British Consulate-General, Suite 2250, 601 Jefferson, Houston, Texas 77002. (Tel. 223-2301, Area Code 713.) (Telex 762-307 a/b BRITAIN HOU.)

Los Angeles—British Consulate-General, 3701, Wilshire Boulevard, Los Angeles, California 90010. (Tel. 385-7381, Area Code 213.) (Telex 677421 a/b BRITAIN LSA.)

Miami—British Consulate-General, Suite 912, 225 Peachtree Street N.E., Atlanta, Georgia 30303. (Tel. 524-5856/8, Area Code 404.) (Telex 542517 a/b BRITAIN ATL.)

Philadelphia—British Consulate-General, 12 South 12th Street, Philadelphia, Pennsylvania 19107. (Tel. Walnut 52430/2, Area Code 215.) (Telex 834636 a/b BRITAIN PhA.)

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The information given in this list is intended for the benefit of exporters travelling abroad. All commercial inquiries should be addressed initially to the nearest Regional Office Export Section of the Department of Industry, or to Export Services and Promotions Division, Department of Trade, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757) (Telex 886143). A great deal of overseas commercial information is on record and can be supplied immediately.

San Juan—British Consulate, Room 1014, Banco Popular Center, Hato Rey, Puerto Rico. (Postal address: G.P.O. Box 2157, San Juan, Puerto Rico 00936.) (Tel. 767-4435 (Area Code 809).) (Telex 365270 a/b 365270 BRITAIN.)

St. Louis—British Consulate-General, 7th Floor, Gateway Tower, 1 Memorial Drive, St. Louis, Missouri 63102. (Tel. Main 14688, Area Code 314.) (Telex 447190 a/b BRITAIN STL.)

San Francisco—British Consulate-General, 9th Floor, Equitable Life Buildings, 120 Montgomery Street, San Francisco, California 94104. (Tel. 981-3030, Area Code 415.) (Telex 340628 a/b BRITAIN SFO.)

Seattle—British Consulate-General, 1216 Norton Building, 801 2nd Avenue, Seattle, Washington 98104. (Tel. 622-9253, Area Code 206.) (Telex 329602 a/b BRITAIN SEA.)

(There is also a Vice-Consul at Baltimore and a Consul at Norfolk who will be glad to see business visitors.)

Baltimore—British Consulate, Suite 3406, 222 St. Paul Place, Baltimore, Maryland 21202. (Tel. 727-1082, Area Code 301.)

Norfolk—British Consulate, 932 Wainwright Building, 229 West Bute Street, Norfolk, Virginia, 23510. (Tel. MA 7-1934, Area Code 703.)

URUGUAY
British Embassy, Edificio Banco de Londres y America del Sud, Cerrito 420, Piso 7°, Montevideo. (Tel. 912501.) (Telex 398439 a/b PRODROME UY 439.)

USSR
British Embassy, Kutuzovsky Prospekt 7/4, Moscow G248. (Tel. 241-1033/4.) (Telex 7341 a/b PRODROME SU.)

VENEZUELA
British Embassy, 12th Floor, Avenida La Estancia No. 10, Ciudad Commercial Tamanaco, Chuao, Caracas. (Postal address: Apartado 1246, Caracas.) (Tel. 926542.) (Telex 23468 a/b 23468 PROCARAC.)

YEMEN ARAB REPUBLIC
British Embassy, 13 Al Qasr al Jumhuri (P.O. Box 1287), Sana'a. (Tel. 2684 and 5714.)

YEMEN, PEOPLE'S DEMOCRATIC REPUBLIC OF
British Embassy, 28 Ho Chi Minh Street, Khormaksar, Aden. (Tel. 24171-6.)

YUGOSLAVIA
British Embassy, Ulica Generala Zdanova 46, Belgrade. (Tel. 645055.) (Telex 11468 a/b 11468 YU PROBEL.)

Zagreb—British Consulate-General, Ilica 12 (P.O. Box 454), 41001 Zagreb. (Tel. 447533.) (Telex 21309 a/b 21309 YU BR ZAG.)

ZAIRE REPUBLIC
British Embassy, 9 Avenue de l'Equateur, 5th floor, Barclays Bank Building (B.P. 8049), Kinshasa. (Tel. 23483/6 and 22666.)

ZAMBIA
British High Commission, Independence Avenue, P.O. Box RW50, Lusaka. (Tel. 51122.) (Telex LS 4115 a/b UKREP ZA 4115.)

British Trade Correspondents

Trade Correspondents generally give part-time service to the Departments of Trade and Industry. Often they are Civil Servants who have been selected to act in this capacity in addition to their normal duties; in certain other territories local businessmen undertake these functions. The extent to which British Trade Correspondents can assist British business visitors is therefore limited.

AFRICA, SOUTH WEST
Mr. M. A. Isaacson, P.O. Box 29, Windhoek, South West Africa. (Tel. 7983.)

BELIZE
Mr. Gordon Roe, 6 Fort Street, P.O. Box 438, Belize City. (Tel. 2383.)

BERMUDA
Mrs. A. Brackstone, c/o Visitors' Service Bureau, Hamilton. (Tel. 1-2038.)

FALKLAND ISLANDS
The Chief Secretary, Stanley.

GIBRALTAR
The Financial and Development Secretary, Government Secretariat, Gibraltar. (Tel. 2971, Ext. 51.) (Telex 223 a/b SECRETARIAT GIBRALTAR.)

GILBERT ISLANDS
The Chief Customs Officer, P.O. Box 503, Betio, Tarawa, Gilbert Islands.

NEW HEBRIDES
Secretary for Financial Affairs, British Residency, Vila.

SANTA CRUZ
Edificio SAC1 2 do Piso, Calle Rene Moreno Esq Pari (Tel. 29154).

SEYCHELLES
Captain J. Harwood, Mahe Shipping Co. Ltd., Victoria, Mahe, Seychelles.

ST. HELENA
The Colonial Treasurer, The Castle, Island of St. Helena, South Atlantic Ocean.

SOLOMON ISLANDS, BRITISH PROTECTORATE
British Trade Correspondent, Governor's Office, Honiara, Solomon Islands.

TASMANIA
Mr. W. T. Loney, OBE, 10th Floor, AMP Building, 86 Collins Street, Hobart, Tas. (Postal address: GPO Box H. Tas 7001.) (Tel. Hobart 343411/2.)

WESTERN SAMOA
Mr. W. W. Ansell, c/o Bank of Western Samoa, Apia, Western Samoa, South Pacific.

Towns and countries in which commercial representation is available

Abidjan, Ivory Coast
Abu Dhabi, United Arab Emirates
Accra, Ghana
Addis Ababa, Ethiopia
Adelaide, Australia
Aden, Yemen
Algiers, Algeria
Amman, Jordan
Amsterdam, Netherlands
Ankara, Turkey
Antwerp, Belgium
Asmara, Ethiopia
Asuncion, Paraguay
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Kaduna, Nigeria
Kampala, Uganda
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Kathmandu, Nepal
Khartoum, Sudan
Kingston, Jamaica
Kinshasa, Zaire Republic
Kuala Lumpur, Malaysia
Kuwait, Kuwait

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La Paz, Bolivia
Las Palmas, Spain (Canary Islands)
Lille, France
Lima, Peru
Lisbon, Portugal
Los Angeles, United States
Lourenco Marques, Mozambique (Portuguese East Africa)
Luanda, Angola (Portuguese West Africa)
Lusaka, Zambia
Luxembourg, Luxembourg
Lyon, France

Madras, India
Madrid, Spain
Malmö, Sweden
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Manama, Bahrain
Manila, Philippines
Marseille, France
Maseru, Lesotho
Mbabane, Swaziland
Melbourne, Australia
Mexico City, Mexico
Milan, Italy
Mogadishu, Somali Republic
Monrovia, Liberia
Montevideo, Uruguay
Montreal, Canada
Moscow, USSR
Munich, Germany
Muscat, Oman

Naples, Italy
Nairobi, Kenya
Nassau, Bahamas
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Nukualofa, Tonga

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BOTB News

Duke of Edinburgh backs major export conference

The Duke of Edinburgh will take an active part in a major export conference which is expected to be attended by more than 250 shop floor and management representatives from firms in Berkshire, Buckinghamshire and West London.

Two-day event

The West London and Slough Export Conference, aimed at helping firms improve their export performance, is part of a two-day event on 4-5 May being organised by the BOTB and led by its chairman, Sir Frederick Catherwood.

On the first day the chairman and BOTB members Lord Limerick and Sir Jan Lewando will between them visit six firms in the area – Auto Diesels Braby of Uxbridge, United Biscuits at Harlesden, EMI Medical of Hayes, Graviners of Colnbrook, Crane Packing of Slough and Ercol Furniture of High Wycombe.

On the second day, a seventh firm, Instron of High Wycombe, will be visited by the Duke of Edinburgh before he joins the conference at the Centre Airport Hotel, Heathrow. There he will be the guest speaker after lunch and in the afternoon will participate in the remainder of the conference.

Case histories

Detailed case histories describing the exporting techniques of four of these firms – Auto Diesels, United Biscuits, EMI Medical and Instron – have been prepared by Buckinghamshire College of Higher Education. They will be presented to the conference in audio-visual form by Professor Robert McKenzie with the support of Sir Frederick Catherwood and representatives of the case study firms.

The 250 delegates who are expected to attend will include representatives from the 'invisibles' sector as well as from manufacturing industries.

The conference is one of a series of similar events being organised throughout the country by the BOTB to provide a forum for discussion of common export problems and techniques.

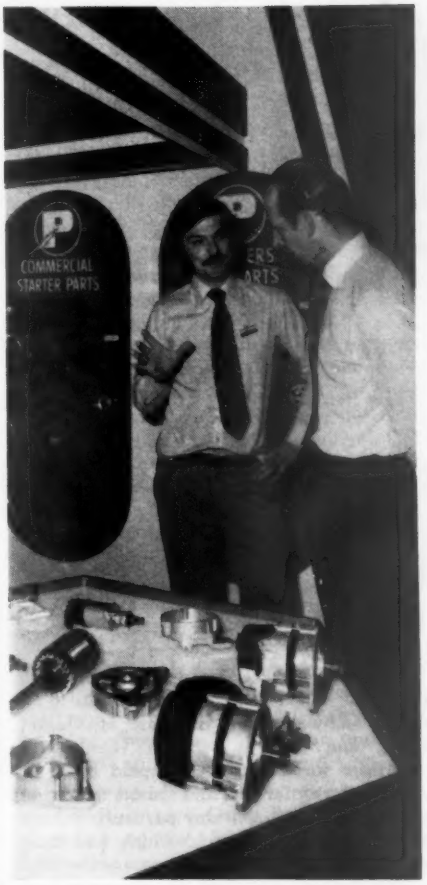
Team effort

Commenting on the purpose of the campaign, Sir Frederick stressed that higher exports will lead to increased employment and that successful exporting is a team effort by all concerned at every level of industry. He said that exporting is the only way out of Britain's problems for everyone: companies, workers and government, and that the time is right for an all-out effort.

Increase in export volume

'A 10 per cent increase in export volume,' he said, 'is well within our sights and 15 per cent could put us into a sound long-term expansion. There must be many companies who could do that and a great deal more.'

He added, 'There is no doubt from my visits overseas that British exports are in demand. The lowering of the EEC tariff and the lower rate for sterling makes us more competitive in our major markets than we have ever been.'



Mr. G. S. Chadwick, export sales manager of Park Brothers Ltd. of Blackburn, makers of automotive electrical parts, talking to the Duke of Kent on the company's stand at the British Technology for Malaysia Exhibition at Kuala Lumpur, 5-12 April. The exhibition, which was sponsored by the BOTB and organised by Industrial and Trade Fairs Ltd., had more than 120 stands representing more than 360 British organisations and was the biggest of its type ever to be staged in south-east Asia.

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A library for exporters

Foreign trade statistics and other economic statistics from almost every country in the world are available for reference in the Statistics and Market Intelligence Library at Export House, 50 Ludgate Hill, London EC4M 7HU. A modern well-equipped library of over 85,000 volumes, it has a reading room for visitors and provides a document-copying service. There are trade directories covering 150 countries, and an expanding collection of trade catalogues of overseas manufacturers. The library opens from 9 to 5.30, Mondays to Fridays (Tel. 01-248 5757 ext. 368 or Telex No. 886143).

Exhibitions and Fairs

'British Day' draws crowds at Paris agricultural show

From Robert Hyde, Second Secretary (Commercial), British Embassy, Paris: The 13th Salon International de l'Agriculture was held at the Porte de Versailles Exhibition Park in Paris from 7 to 14 March, in conjunction with the Salon International d'Aviculture, the Salon International de la Machine Agricole and the Salon International de la Motoculture de Plaisance/Jardinage. They confirmed their positions as leading exhibitions in the agricultural field. As before, British exhibitors felt they could not afford to be absent and reported good business.

In the livestock section of the agricultural show, 24 British companies participated in the seventh successive joint venture at this exhibition with the British Agricultural Export Council. As in 1975, the British stands were designed on the theme of a small British market town, with the four lateral gangways given the evocative names of Market Place, Middle Row, Abbey Street, and Gatefield Lane.

Appropriately enough, a most convincing replica of an English country pub was to be found half-way down one side of Market Place, and on this occasion Whitbread's enterprise was handsomely repaid by large sales to thirsty farmers and visitors thronging the stand! The town was particularly busy on Thursday, 11 March, which had been designated 'British Day'.

The British beef cattle, kept their end up well. Notable were a Friesian bull which was continually removing the fragile wooden fence dividing him from the Whitbread pub – though a strong tether kept him from his barley and oats –and a magnificent specimen of an Aberdeen Angus bedding down beside a curly-haired Galloway, while the National Sheep Association also displayed their eponymous stock to general admiration.

Direct British participation this year in the poultry salon was limited to one company, Auto Egg of Bristol, which attracted much attention with its egg-sorting plant.

The food hall, forming part of the agriculture salon, was as ever (certainly as far as the general public was concerned) the focal point of the whole exhibition. As in 1975, the British interest in this section was represented by the Meat and Livestock Commission, who formed part of the BAEC joint venture, and had great success selling English beef and lamb to the French housewife, while the Highlands and Islands Development Board, whose steak bar was a great hit, won the company running it a bronze medal for presentation from the show authorities.

Animal exhibitors were pleased with progress made, especially the British Livestock Company, whose principal concern will be to find sufficient Friesian heifers of the right calibre and price to meet demand. The cattle and sheep breeds exhibited also reported continuing good business.

British Ambassador to France, Sir Nicholas Henderson, with Lord Glenkinglas (right), chairman of the British Agricultural Export Council, at the Meat and Livestock Commission stand of the Paris Salon International de l'Agriculture.

Orders for British purebreed pigs had already reached 2,000 this year and the National Pig Breeders Association, which had an information stand at the show, expects total sales to France to be 50 per cent up on 1975. The Cotswold Pig Development Co., which recently signed an order worth £½ million with the large co-operative group UCAB, reported a high rate of interest for their hybrid pigs from other sources in France as well as from other countries.

Ash Plastics, exhibiting drinking troughs, feeders and other agricultural products, revolutionary in that they were in high resistance moulded plastic, were taking massive orders from farming concerns and co-operatives all over France, and J. H. Rowe aroused great interest in their shredded paper animal bedding 'Shreddabed'.

Close on 40 British companies took part this time in the Agricultural Machinery Exhibition, of whom 11 were in a joint venture sponsored by the Agricultural Engineers Association with BOTB support. Regular exhibitors such as Wright Rain and McConnell reported good business prospects. Newcomers Archie Kidd, whose mowing equipment was attracting much attention, were particularly pleased with the inquiries they were receiving. Ruston's Engineering, another first exhibition, got off to a good start with orders through their French agents to the value of over £30,000.

In general, exhibitors were reasonably satisfied. Many had full order books as a result of the significant upsurge in activity at the end of 1975. Firms, however, were cautious about the final out-turn in 1976. Much will depend on the harvest and farmers' prices.

Provisional attendance figures indicated that the number of visitors fell very little short this year of the magic 1 million mark; visitors to the complex numbered some 958,000 – a rise of nearly 6 per cent over 1975. The Paris International Agriculture Week can once again chalk up a public and commercial success.

British collections are an instant success in Melbourne

From J. Richards, Senior Commercial Officer, Melbourne: On 15 March the Consul-General, Mr. I. F. S. Vincent, opened a two-week promotion of British merchandise at Georges, Australia's leading fashion store.

The newly-formed group, London Designer Collections, formed the centrepiece of the promotion. It consisted of nine fashion parades showing exciting new designs from the collections of five top British designers.

The collections proved an instant success with the discriminating audiences at the shows who recognised the clothes had a good finish and a look of couture rather than ready-to-wear. They also appreciated that much is happening in London about fashion and that these young designers have established a 'London look'.

Supporting this fashionable British Affair and attracting great interest was an exhibition of jewellery called 'LOOT'. This exhibition, the first of its kind in Australia, presented the best of new work in British jewellery. It was a collection of the top 20 new designers of precious metals, all of whom have been shown at the Goldsmiths Hall.

Work in platinum, titanium, gold and diamonds by such craftsmen and women as David Thomas, David Taylor, Jocelyn Burton, Roger Stone and Karen Lawrence proved quite fascinating. One critic noted that the British jewellers at Georges had done one of the best scene steals in years.

A distinguished collection of china by Wedgewood in Melbourne.

In other parts of the store, the Concorde was on display, the Wombles of Wimbledon performed in the Young Colony department, and Wedgewood displayed a distinguished collection of china.

The management of Georges put on a magnificent display of roses in the Hostess store and their 'British Affair' succeeded in bringing crowds inside during an unseasonably warm autumn in Melbourne.

Increased turnover of machine tools in US market

From Michael Grant, British Consulate General, Los Angeles: Nine British firms generated an estimated £300,000 in potential turnover during the 13th annual Western Metal and Tool Exposition held in Los Angeles, California, from 8-11 March. Westec '76 was the largest machine tool and equipment show held in southern California since 1970, with a total attendance of 27,910.

More than 250 exhibitors representing over 400 companies displayed £6 million worth of metalworking, industrial and scientific equipment, manufacturing processes and materials. It was very significant to note that the introduction of new machine tool equipment during Westec '76 may have been the most prolific in the 13-year history of the event. Sixty-two exhibitors introduced over 125 new products.

Several British firms reported direct sales from their booths, including A. A. Jones and Shipman Ltd., Leicester, (£40,000) and Verdict Gauges, Kent, (£25,000). In addition, many firms received numerous inquiries, such as Abingdon King Dick Ltd. with 700 inquiries and Firth Brown Tools Ltd. with 189 inquiries.

Agemaspark Ltd., High Wycombe, Bucks., manufacturers of erosion spark equipment, indicated that the rise and fall work tank feature on the EDM range of their machines proved to be a great attraction to potential purchasers and could result in a turnover of £30,000 to £50,000. Abingdon King Dick Ltd. felt in terms of potential inquiries/orders Westec '76 gave greater encouragement to the signatory than any exhibition in the last four years. Other British exhibitors sponsored by the Machine Tool Trades Association and BOTB were British Indicators Ltd., Herts., H. W. Ward and Co., Worcester, Matrix Churchill and T. G. Bowers Ltd., Yorkshire.

In addition, there were British guest lecturers at the Westec conferences. Mr. G. A. B. Edwards of Trantor International and G. A. B. Edwards and Associates, Stockport, Cheshire, gave an outstanding presentation on 'A group technology approach to third world industrialization'. And Mr. M. T. Watkins of the National Engineering Laboratory presented a very informative paper on 'Possible developments in the cold forging of steel'.

Despite the decline of the US machine tool industry over the past 12 to 18 months, the general consensus of the Westec exhibitors was that there was a definite upturn in the US economy in 1976 for increased turnover of machine tools and related equipment.

Have you a good export picture?

Each week *Trade and Industry* publishes pictures illustrating Britain's export business. Companies with export successes are invited to send in the story with a photograph showing the goods in manufacture, ready for despatch, or, preferably, on arrival overseas. The story must, of course, reach us while it is still news.

Send your export photographs to the Editor, *Trade and Industry*, Room 439, 1 Victoria Street, London SW1H 0ET.

NAB convention is largest in broadcasting history

From H. D. Newcomb, Vice-Consul (Commercial), Chicago: Television cameras from around the world were focused on the 54th annual convention of the National Association of Broadcasters. The exhibition was held at McCormick Place in Chicago between 21 and 22 March. British manufacturers of television and radio equipment particpated in a BOTB joint venture organised in co-operation with the Electronic Engineering Association. The 12 UK firms exhibiting put in a major marketing effort in displaying a wide range of new and highly advanced equipment.

The NAB convention covered all aspects of broadcasting – regulatory activities, public relations, business operations and, of course, engineering and equipment. Some 6,000 radio and television executives from stations and networks throughout the United States and overseas made the four-day assembly the largest in broadcasting history.

There were 229 equipment manufacturers present occupying approximately 4½ acres of display area. This large participation is not surprising since the US accounts for roughly 50 per cent of the world's television and radio equipment market.

The US television/radio market is different from most simply because it depends heavily on advertising for its revenue. While most US industries have been hit hard by the economic recession, there has been little effect on this market.

New developments in technology such as the minicam, an electronic hand held camera that had been designed to improve and expedite news gathering, has been a key in the growth of the industry. From a technical standpoint, British television and radio manufacturers have been able to meet the requirements of the North American users. The majority of the UK firms participating in the show have already established themselves in the US through respective agents or associate companies. Many of these firms have over the years reported valuable sales.

Rank Cintel, a company that is no stranger to this market, introduced their Cintel MK3 at the exhibition. During the show, Rank announced the first purchase of this unit which sells for approximately $100,000, by International Video Corporation.

Three Marconi Group Companies exhibited. Marconi Communication System displayed for the first time in the US their Digital Intercontinental Conversion Equipment (DICE).

The other two Marconi Companies at the exhibition were English Electric Valve (EEV) and Marconi Instruments. EEV manufactures TV colour tubes and has been selling to the US since 1959. This firm has attended the past six NAB shows and has found it a good way of meeting with their national as well as international customers. Marconi Instruments had a fine display of automatic television monitoring equipment.

W. Vinten Ltd. has already done well in the North American market and were showing their pneumatic television pedestals as used by the three major US networks. Many of the industry standards have been set by Vinten. Another Rank Group Company, Rank Audiovisual, displayed their audio-mixing consoles for the first time in the US.

This was the third NAB show for Quantel Ltd. They exhibited their DFS 2000 Digital Framestore Synchroniser and the TBC 2200 Timebase Corrector.

Rupert Neve and Co. Ltd., was well prepared for this exhibition. They displayed two transportable production sound mixing consoles, the Melbourn and Kelso units. Racal-Amplivox Communications Ltd. exhibited a selection of their electro-acoustic headphones. Currently their products are being used by leading American and Canadian TV networks.

Eight firms bring beauty and styling from Britian

From Patrick Grant, British Trade Development Office, New York: The Bicentennial International Beauty Show and International Men's Hair Styling Show was held at the New York Coliseum from 20-23 March.

Concurrently, and for the first time in the USA, the show also featured the 1976 World Hairstyling Championship which attracted teams from 22 countries. Also present in this highly specialised area of export potential were eight British firms participating in a joint venture sponsored by the Hairdressing Manufacturers and Wholesalers Association and the BOTB.

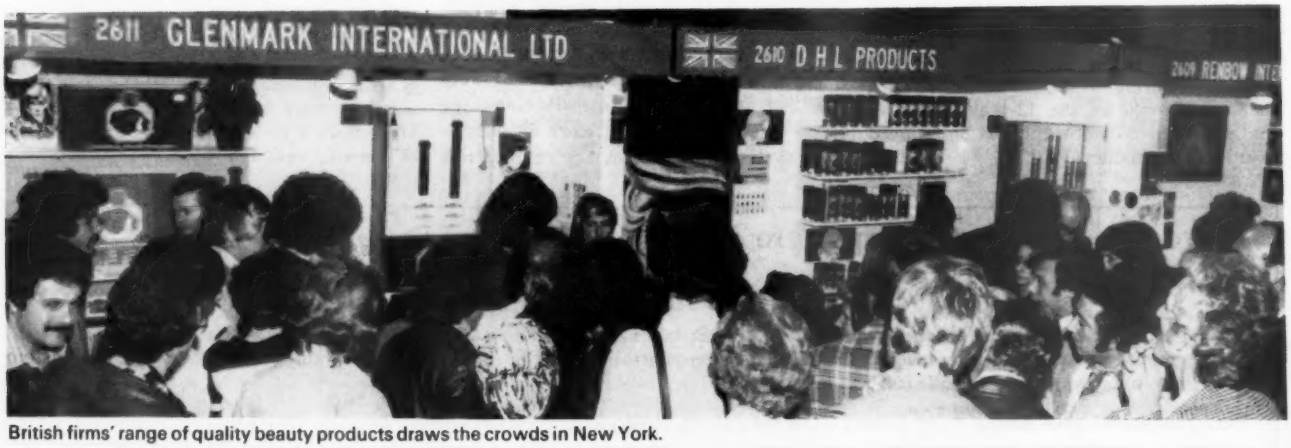
Located in a choice site on the second floor of the Coliseum, the British exhibit attracted spectacular buyer attention by means of its quality products set out in an attractive red, white and blue 'Bedlock' stand layout.

All the UK exhibitors were more than impressed by the size of the crowds each day – sometimes so heavy that one could barely move in the aisles – but more importantly the crowds were for the most part buying. One British firm had run out of trade literature by mid-afternoon on the second day of the show, but had nearly full order books in compensation!

There was almost a complete range of quality beauty products on show by the eight British firms.

Britain has for many years been regarded internationally as one of the most enterprising leaders in the hairdressing and beauty profession and continues to attract countless overseas trainees each year who come to Britain to learn the basic skills and acquire the expertise for this highly competitive but lucrative livelihood. The high regard for things British continued to be amply demonstrated in these events in New York with the British hair stylist team coming in a close second in the overall championships and the manufacturing counterparts in the British joint venture exhibit enjoying an almost unparalled first time success in the trade show sector.

Although the show is reported to be moving to Japan for 1977, most of the British exhibitors said that they would like to see it back in New York in the not-too-distant future.



British firms' range of quality beauty products draws the crowds in New York.

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European Community News

Joint council examines priorities in community expenditure

EEC foreign and finance ministers held their first joint council meeting on 5 April. Its purpose, defined at last December's European council in Rome, was to look at the prospects for the 1977 budget and specifically to review priorities between the various community policies, including the community's external financial commitments.

The UK was represented at the Council by Roy Hattersley, Minister of State for Foreign and Commonwealth Affairs, and Joel Barnett, Chief Secretary to the Treasury.

In his opening statement Mr. Hattersley welcomed the convening of the first joint council and stressed that its object was to establish priorities over the whole field of community expenditure, and that expenditure in sectoral areas would be carefully geared to the Community's over-riding aim, economic convergence.

There was general agreement among the ministers present that in the current economic climate a policy of strict budgetary discipline was essential, and a number of guidelines were produced which the council and the commission will follow when taking decisions on the 1977 budget.

In the course of discussion ministers emphasised that structural aid mechanisms in the budget – in particular the social and regional funds and the guidance section of the agricultural fund – should be used in a co-ordinated way to reduce the disparities between the various regions of the community and to encourage a closer alignment of the economies of the member states.

The council discussed the reform of the community's budget unit of account by replacing it, as from the 1978 budget, with the new European (basket) unit of account (EUA). The commission is expected to table a formal proposal in the next few months. Mr. Barnett however pointed out that the UK's acceptance of change in 1978 would depend on the interpretation of Article 131 of the Treaty of Asccession, which is designed to prevent a sudden rise in the contributions of the new member states during their progression to the full 'own resources' regime of the community budget.

On the question of harmonisation of the basis for assessing VAT, the council agreed with the need to aim at implementation of the sixth directive by January 1978.

The council also discussed ways of ensuring that decisions on agriculture were taken with regard for cost-effectiveness and budgetary economy and asked the commission to make periodical revisions of their agricultural estimates.

Confirming the importance which the community attaches to the development of co-operation with countries with which special agreements are being negotiated or have been concluded, the council agreed to ensure the 'optimum use' of the various types of financial and technical co-operation, taking into account the provisions laid down by the European Investment Bank's board of governors.

Ministers noted that the EIB's new external committments would not exceed 800 million units of account by 1980. They also discussed the overall total of appropriations to be earmarked for financial and technical co-operation with the Mediterranean countries.

Roy Hattersley puts UK case on EEC fishing proposals

The UK position on the commission's proposal for reappraisal of the common fisheries policy was the subject of a statement by Roy Hattersley, Minister of State for Foreign and Commonwealth Affairs, at the meeting of the Nine's foreign ministers on 6 April.

Mr. Hattersley, who was accompanied at the meeting by the Secretary of State for Scotland, William Ross, called for a speedy revision of the common fisheries policy. He stressed that the UK would be contributing 60 per cent of the community catch from what would have been a UK pool while at the same time the British fishing fleet would face exclusion from the extended waters of non-EEC members.

He told the council that the British fishing ports which would be affected already had higher than average unemployment. The commission's communication proposed, among other things, a combination of exclusive 12-mile coastal fishing bands for member states, plus a system of quotas for allocating the remaining stocks available to EEC member states outside these belts. There was a good deal to commend the proposals as a basis for an acceptable solution. He stressed however that for Britian an adequate coastal belt was essential; 12 miles was not enough. There was, moreover, much detailed work still to be done especially on the supervision of conservation measures.

After discussion of the commission's CFP communication, ministers agreed that it should be further considered by the committee of permanent representatives.

Southern Africa

Ministers agreed that the community should do what it could to increase aid both bilaterally and on a community basis to the developing countries of southern Africa. In particular they accepted the commission's proposal that 25 million units of account should be set aside under Article 59 of the Lomé convention for Zaire and Zambia.

Tropical products

The council heard that the community's offer of trade concessions on tropical products in favour of developing countries for the multilateral trade negotiations taking place within the Gatt framework in Geneva has now been finalised.

The offer represents a range of tariffs cuts aimed at giving developing countries, especially in Asia and Latin America, improved access to community markets for a range of their tropical products. The community proposes that the concessions should enter in to force on 1 January 1977.

Ciec and Unctad IV

The conference on international economic co-operation and preparations for the next month's United Nations Conference on Trade and Development (Unctad IV) in Nairobi were also on the agenda. A decision on the EEC approach to the two conferences was deferred until the next foreign affairs council on 3-4 May.

EEC agreement's with Maghreb countries

Agreement was reached on a number of revisions of the mandate for the commission's negotiations with Portugal for a free trade agreement, and it was agreed that the signature of the EEC agreements with Tunisia, Algeria and Morocco could take place between 24 and 28 April.

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Lomé Convention enters into force 13 months after signing

The ACP/EEC Convention of Lomé entered into force on 1 April. The convention, which takes its name from the capital of Togo, where it was signed on 28 February 1975, is an agreement covering trade, aid and certain other matters between the EEC and 46 independent developing countries in Africa, the Caribbean and the Pacific, known as the ACP states.

It replaces the old association agreements between the original six EEC member states, former colonies of some of the member states (the Yaoundé Convention) and the East African Community (the Arusha Agreement). In addition it covers African, Caribbean and Pacific Commonwealth countries and certain African states with no historical links with any of the EEC member states (for a list of the ACP states, see the box in column 3).

Trade provisions

The ACP states will derive considerable benefits from the convention. Under the trade provisions, which were introduced on an interim basis in July 1975, all their industrial exports, and nearly all their agricultural exports, enter the community free of customs duties.

They are not required to grant duty-free or preferential entry to imports from the EEC, although some of them have unilaterally decided to do so. In recognition of the importance to the economies of some of the ACP states of exports to the community of sugar, rum, bananas and beef, special arrangements have been made to enable the ACP states concerned to maintain their traditional trade with the community.

Financial and technical co-operation

In the field of financial and technical co-operation, the European Development Fund and European Investment Bank will provide aid to the value of 3,390 million units of account (£1,971 million at the current rate of exchange) in the form of grants and loans, to the ACP states. Programming missions have already visited most of the ACP states with the purpose of identifying projects suitable for aid.

The ACP states themselves will, however, be responsible for drawing up their requests for finance and for negotiating and placing contracts for work and supplies and for technical assistance. Individuals and companies in the EEC and the ACP will be able to tender for contracts under the aid arrangements, and in certain circumstances outside countries will be permitted to tender.

Stabex

A sum of 375 units of account has been set aside from the total aid allocation to finance a special export earnings stabilisation scheme (STABEX). Under this scheme, which is unique to the Lomé Convention, ACP states mainly dependent for their export earnings on certain primary products will be compensated if receipts in any year fall below a reference level based on earnings in the previous four years.

Industrial co-operation

The convention also includes provisions on industrial co-operation. The object is to promote the development of industries in the ACP states, to promote new industrial relations between the EEC member states and the ACP states, to facilitate the transfer of technology, to promote the marketing of ACP industrial products and to encourage community participation in ACP industrial development of the ACP states.

An EEC/ACP committee on industrial co-operation is to be established to review the implementation of these provisions and to supervise the activities of another new institution – the centre for industrial development. The main functions of the centre will be to facilitate contracts between those concerned with industrial development in the ACP states and in the community; to gather and disseminate information on opportunities for industrial co-operation; to conduct studies on the potential for industrial development in the ACP states, and to provide specific information and support services.

Trade arrangements in force

The 13 months between the signature of the convention and its entry into force have been very active. The trade arrangements entered into force on an interim basis on 1 July 1975. Draft rules of procedure for the ACP/EEC institutions have been drawn up and much of the preparatory work has been done towards the implementation of the industrial co-operation and stabilisation schemes.

On the aid side, programming missions have already visited most of the ACP states; and it is expected that the first tenders for contracts for development projects receiving aid will be published in the *Official Journal of the European Communities* in the near future.

Further information

Further information on opportunities for British firms under the European Development Fund can be obtained from the Department of Trade, Export Services and Promotions Division, Export House, 50 Ludgate Hill, London EC4M 7HU, tel. (01) 248 5757, ext. 557.

Inquiries on other aspects of this article should be addressed to the Department of Trade, Commercial Relations and Exports Division, Room 375, 1 Victoria Street, London SW1H 0ET, tel. (01) 215 5106.

Mandate agreed for EEC/ACP sugar negotiations

Community agriculture ministers reached agreement on a mandate for negotiations with the African, Caribbean and Pacific (ACP) countries on fixing a price for their cane sugar exports to the EEC at their two-day council meeting on 5-6 April.

Britain's Minister of Agriculture, Fisheries and Food, Fred Peart, said that the mandate, which will apply to prices from 1 July this year to 30 June 1977, makes a realistic allowance for the actual costs incurred by British refiners in processing this sugar.

Ministers also agreed to an extension of the community's storage levy refund scheme to ACP sugar for 1976/77.

Beef premiums

Following last month's price-fixing meeting, which agreed the continuation of beef premiums in the community, the council has adopted the regulation implementing the scheme.

Fish market

During discussions on the strengthing of community's fish market, Mr. Peart pointed out that the current situation presented problems for all member states. Costs were rising, he said, returns were low and there was therefore a need for an increase in first-hand prices, as well as an immediate need for community measures to deal with subsidised imports of frozen fish through improvements to the reference price system.

The commission agreed to consider the problem and would put forward proposals on reference prices shortly. The need for a fundamental discussion in council of the fisheries market situation was also accepted.

Potato tariffs

For main crop potatoes, tariffs will be suspended until 30 June. The previous suspensions were set to expire on 15 and 30 April respectively.

New Zealand butter

Also on the council's agenda was the question of the implementation of the 1975 Dublin agreement on access for New Zealand butter. Mr. Peart pressed for a settlement arguing that more than a year had elapsed since the Dublin declaration. Although agreement was not reached this time, ministers agreed that a decision should be taken on this subject at next month's council on the basis of a proposal to be presented by the commission.

ACP states

Bahamas	Liberia
Barbados	Madagascar
Benin	Malawi
Botswana	Mali
Burundi	Mauritania
Cameroon	Mauritius
Central African Republic	Niger
Chad	Nigeria
Congo	Rwanda
Equatorial Guinea	Senegal
Ethiopia	Sierra Leone
Fiji	Somalia
Gabon	Sudan
Gambia	Swaziland
Ghana	Tanzania
Guinea	Togo
Guinea Bissau	Tonga
Grenada	Trinidad and Tobago
Guyana	Uganda
Ivory Coast	Upper Volta
Jamaica	Western Samoa
Kenya	Zaire
Lesotho	Zambia

New EC legislation

The legislation listed below has been published in the *Official Journal of the European Communities* as indicated against each item. The *Official Journal* is now published in English and copies should be obtained from HMSO. Information about the items listed, in so far as other member states' requirements are concerned, is available to British exporters from Department of Trade, Export Services and Promotions Division, Export House, 50 Ludgate Hill, London EC4M 7HU (tel. 01-248 5757, ext. 7174/482/408). Other information may be obtained from the reference point given at the end of the item.

Common agricultural policy

The texts of the following regulations and directive which affect the various agricultural sectors in the EEC have been published in the *Official Journal of the European Communities:*

Milk and milk products. Regulation (EEC) 265/76 amending Regulation (EEC) 196/76 laying down special rules governing the payment of the refund for skimmed-milk powder for use as feed in the country of destination. In Article 1 of Regulation (EEC) 196/76, the words 'skimmed-milk powder falling within subheading 04.02 A II b) 1' shall be replaced by the words 'milk powder falling within subheadings 04.02 A II b) 1 or 04.02 A II b) 2 aa)' (*Official Journal* L33, 7 February 1976).

Regulation (EEC) 746/76 amending Regulation (EEC) 677/76 laying down detailed rules for the application of the system for compulsory purchase of skimmed-milk powder (*Official Journal* L86, 1 April 1976).

Animal feedingstuffs. Regulation (EEC) 700/76 authorising Denmark to suspend the component for protection of the processing industry for certain cereal-based compound animal feedingstuffs (*Official Journal* L83, 30 March 1976).

Cereals and rice. Regulation (EEC) 701/76 amending Regulation (EEC) 1992/75 fixing for the 1975/76 marketing year in respect of trade within the community the components designed to protect the cereals and rice processing industries. This regulation replaces the amount shown in the column 'Denmark' in the Annex to Regulation (EEC) 1992/75, for the products falling within subheading 23.07 B I c) 1 of the common customs tariff, by 'O'. (*Official Journal* L83, 30 March 1976).

Regulation (EEC) 718/76 amending for the fifth time Regulation (EEC) 2042/75 on special detailed rules for the application of the system of import and export licences for cereals and rice (*Official Journal* L84, 31 March 1976).

Seeds. Directive 76/331/EEC amending the Annexes to Directive 66/400/EEC on the marketing of beet seed (*Official Journal* L83, 30 March 1976).

Silk and silkworms. Regulation (EEC) 707/76 on the recognition of producer groups of silkworm rearers (*Official Journal* L84, 31 March 1976).

Regulation (EEC) 708/76 on the granting of supplementary aid in the silkworm sector for the 1976/77 marketing year (*Official Journal* L84, 31 March 1976).

Sugar. Regulation (EEC) 719/76 amending for the second time Regulation (EEC) 2048/75 on special detailed rules for the application of the system of import and export licences for sugar (*Official Journal* L84, 31 March 1976).

Cattle, beef and veal. Regulation (EEC) 743/76 laying down detailed rules for the granting of a premium for the birth of calves in the 1976/77 marketing year (*Official Journal* L86, 1 April 1976).

Corrigenda. The *Official Journal* L90, 3 April 1976 contains the following correction to Regulation (EEC) 76/76 (published in *Official Journal* L10, 17 January 1976) setting up a system linking imports of beef and veal products effected by way of protective measures with the sale of beef held by the intervention agencies.
Page 26, Annex, CCT subheading 02.01 A II a) 2 dd) Other:
for: '12. Boned or boneless'
read: '22. Boned or boneless'.

The *Official Journal* L90, 3 April 1976 contains the following correction to Regulation (EEC) 223/76 (published in *Official Journal* L26, 31 Janaury 1976) setting up a system linking imports of beef and veal products effected by way of protective measures with the sale of preserved beef held by intervention agencies.
Page 61, Annex, CCT subheading 02.01 A II a) 2 dd) Other:
for: '12. Boned or boneless'
read: '22. Boned or boneless'.

Harmonisation of legislation

Meters and weighing machines. The *Official Journal of the European Communities*, C66, 22 March 1976, contains the text of a communication from the commission of the European communities in application of Annex I para 5 of Directive 71/316/EEC on the approximation of the laws of the member states relating to common provisions for both measuring instruments and methods of metrological control. The communication concerns EEC pattern approvals for bellows-type gas meters, rotary piston gas meters, turbine gas meters, and non-automatic weighing machines.

Applications for copies of the 'Official Journal of the European Communities' containing the legislation referred to should be made to HMSO and not to the inquiry points given in the notices.

Tariff quotas 1976 – exhaustions

HM Customs have stated that the United Kingdom's shares of the following EEC tariff quotas have been exhausted:

UK tariff heading	Description of goods	HM Customs serial no. (Part 11 of the UK Tariff)
08.04 BI a) and b)	Dried grapes, in immediate containers of a net capacity of 15kg or less	1103
38.08 A	Rosin, including 'brais resineux'	1502

The following United Kingdom tariff quotas for imports of paper and board and printed products from individual EFTA countries and Finland (see *Trade and Industry* of 12 December 1975) have also been exhausted:

UK tariff heading	Country of origin	HM Customs serial no. (Part 11 of the UK Tariff)
48.07 B	Norway	2761
48.16	Sweden	2842

Inquiries about current tariff quota balances may be made to HM Customs and Excise, Central Tariff Quota Registration Unit, King's Beam House, Mark Lane, London EC3R 7HE, tel. 01-626 1515, ext. 2570.

Generalised tariff preference scheme (GSP): restoration of normal duties

Trade and Industry of 27 February and 19 March 1976 gave details of GSP tariff quotas and GSP ceilings reached up to 8 March. HM Customs have stated that the position on the restoration of normal duties for the month ending 5 April is as follows:

TARIFF QUOTAS AND SPECIAL CEILINGS

Tariff heading	Description of goods	Customs quota reference*	Date UK quota share exhausted	Community butoir reached: duty to be re-imposed	
				On date	For goods from
42.03 A, BII, BIII, C	Articles of leather or composition leather Articles of apparel Special gloves for sport Other gloves Other clothing accessories	1618		19.3.76	South Korea
44.15●	Plywood, blockboard, laminboard, battenboard, etc.	1685		30.3.76	Singapore
51.04	Woven fabrics of mmf. (continuous), incl. woven fabrics of monofil or strip of heading no. 51.01 or 51.02	3465	5.2.76	19.3.76	South Korea
ex 55.09 AII	Other woven fabrics of cotton: containing 85 per cent or more by weight of cotton: Other Unbleached, of a width of – more than 165cm	3716	5.1.76	19.3.76	Pakistan
	Not specified	3724	5.1.76	19.3.76	Mexico
56.07 A	Woven fabrics of mmf. (discontinuous or waste): Of synthetic textile fibres	3856	6.1.76	19.3.76	South Korea
60.04 B	Undergarments, knitted or crocheted, not elastic nor rubberised: Of other textile materials	4061		30.3.76	South Korea
64.02 B	Footwear with outer soles of leather or composition leather: Other	4258	7.1.76	30.3.76	South Korea
85.15 AIII, CIII	Receivers, whether or not combined with a sound recorder or reproducer Parts of the goods of subheadings A and B Other	4916	23.3.76	19.3.76	South Korea
85.23 (S/C)	Insulated (incl. enamelled or anodised) wire, cable, bars, etc.	4932		2.4.76	Yugoslavia
90.05 (S/C)	Refracting telescopes (monocular or binocular), prismatic or not	5016		19.3.76	Hong Kong
98.15 (S/C)	Vacuum flasks and other vacuum vessels, complete with cases: parts thereof, other than glass inners	5229		22.3.76	Hong Kong

* See HM Customs Tariff, Part 11.
(S/C) denotes Special Ceiling.
● The re-imposition of duty on plywood from Singapore does not apply to the UK's additional share of 113,000m³ (vide Art 2(2) of Regulation (EEC) 3008/75).

II CEILINGS

Tariff heading	Description of goods	Date of restoration of duties	
		From all sources	From particular sources (inner ceilings)
27.10 BIII	Medium oils: For other purposes		Libya 20.3.76
41.04 BII	Goat and kidskin leather, etc.: – other		India 15.3.76
55.08	Terry towelling and similar terry fabrics: Of cotton	30.3.76	
60.05 AI	Jerseys and pullovers, containing at least 50 per cent by weight of wool and weighing 600g or more per article	30.3.76	
ex 61.03	Men's and boys' under garments, including collars, shirt fronts and cuffs: Of cotton	30.3.76	India 9.3.76
70.12	Glass inners for vacuum flasks or for other vacuum vessels		Yugoslavia 15.3.76
82.14 A	Spoons, forks, fish-eaters, butter-knives, etc. Of stainless steel	26.3.76	
83.01	Locks and padlocks, etc.		Hong Kong 30.3.76

Inquiries about current availability of preferences may be made to HM Customs and Excise, Central Tariff Quota Registration Unit, King's Beam House, Mark Lane, London EC3R 7HE, tel. 01-626 1515, ext. 2570.

Exhaust emission regulations amended

John Gilbert, Minister for Transport, laid before Parliament further amendments to the motor vehicle regulations* on 9 April. The amendments concern the conditions under which petrol-engine vehicles are exempted from compliance with the exhaust emission standards prescribed in Construction and Use Regulation 33A, and consolidate the original text of Regulation 4A with four subsequent amendments. They relate to the acceptance in Great Britain of vehicles approved to technical standards drawn up by the European economic community. Although the EEC standards differ in some respects from British law, they are generally more comprehensive and impose stricter safety and environmental requirements than our own manufacturers have had to meet in the past. It is, therefore, Government policy to exempt EEC-approved vehicles from the equivalent, provisions of our Construction and Use Regulations. These exemptions are prescribed in Regulation 4A which is now further amended.

The EEC standards will be incorporated into British law during the next few years. In the meantime, manufacturers in this country are progressively adopting the EEC standards to avoid having to produce separate models for the home and export markets and in the knowledge that the standards will eventually become compulsory in any case.

The altered conditions of exemption from Regulation 33A relate to the amendment of EEC Directive 70/220/EEC by Directive 74/290/EEC. Vehicles first used on or after 1 April 1977 will only qualify for exemption from the provisions of Construction and Use Regulation 33A if they comply with the amended directive. Prior to that date, exemption is allowed for vehicles complying with the original (1970) directive.

Construction and Use Regulation 33A has also been amended (by Statutory Instrument 1975 No. 641) to bring it into line with the amended EEC directive, keeping British law on vehicle exhaust emissions in line with EEC law.

* The Motor Vehicles (Construction and Use) (amendment) (No. 2) Regulations 1976. SI 1976, No. 528. HMSO 20p.

More on the EEC

Information on EEC matters and about member states can often be found in other sections of 'Trade and Industry'. For this week's additional news, turn to the following pages:

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EEC - your questions answered

This week, we are publishing a selection of questions put to the Department of Industry's EEC Information Unit during the past month.

The unit helps businessmen by answering general questions about EEC membership. Its prime responsibility is with those matters which are the concern of the Departments of Industry, Trade, Prices and Consumer Protection, but it is usually possible to direct an inquirer to sources of specialist advice in other Government departments.

Contact the unit by ringing 01-215 4301 (six lines) or by writing to the EEC Information Unit, Department of Industry, 1 Victoria Street, London SW1H 0ET.

Overseas technical requirements

Q. Having carried out a market survey of the EEC, I have discovered that my company's engineering products must comply with certain national regulations and technical requirements. Where can I find out about such requirements?

A. This information is available from Technical Help to Exporters (THE). This service was established in 1966 by the British Standards Institution, with the support of the Government, to fulfil the need for a central organisation to give British exporters details of overseas technical requirements.

THE supplies information on foreign regulations and approval systems, provides a translation service for technical documents, assists with specific engineering problems and produces a wide range of publications.

These services are available to both members of THE and non-members. Member companies do, however, enjoy reduced charges and a more comprehensive service including use of library facilities. The annual membership fee is £48.60 (including VAT).

Steering, brakes and lights are among the many items on motor vehicles alone which now have to comply with community standards. Technical Help to Exporters (THE) of the British Standards Institution supplies information on all adopted and proposed technical standards covering a wide range of manufactured goods. The picture shows the Marina production line at British Leyland's Cowley plant.

Further information on THE may be obtained from Technical Help to Exporters, British Standards Institution, Maylands Avenue, Hemel Hempstead, Herts HP2 4SQ, tel: 0442 3111.

Moving dangerous goods by road . . .

Q. What is the ADR agreement? To what extent does it affect dangerous goods being carried to EEC countries by road?

A. The European agreement concerning the international carriage of dangerous goods by road (ADR) came into force on 29 January 1968. Its purpose is to ensure that dangerous goods being conveyed by road will be able to cross international frontiers without hindrance if they are packed and labelled in accordance with Annex A of the agreement and the vehicles comply with the provisions of Annex B.

An important feature of ADR is that tanker vehicles carrying dangerous goods and certain other vehicles conveying explosive substances are subject to technical inspection and a certification procedure in their country of registration in order to ensure that they conform with both ADR requirements and with the normal regulations in force in the country of origin governing brakes, lighting, steering, etc.

At present 15 countries are signatories to the agreement. These include all the EEC countries except Denmark and the Republic of Ireland, together with Austria, the German Democratic Republic, Poland, Portugal, Spain, Sweden, Switzerland and Yugoslavia.

UK hauliers intending to carry dangerous goods to or through these countries will be required to comply with the provision of the annexes to ADR and in certain instances require an ADR certificate. Vehicles are inspected for this certificate at certain Department of the Environment goods vehicle testing stations, and application forms for this test may be obtained from the traffic area offices. Before the test is carried out, the tanks of tanker vehicles must be examined and tested by one of the inspecting authorities approved for the purpose by the Home Office.

The ADR agreement and its technical annexes are contained in the 1974 edition (ISBN 0 11 550350 1, price £6.25). Amendment No. 1. (ISBN 0 11 550376 5, price £1.10) contains all the changes to the annexes up to 19 November 1975. Both publications may be obtained from HMSO, 49 High Holborn, WC1 (tel. 01-928 6977).

Further details for UK road hauliers wishing to carry dangerous goods to and from those countries which have ratified or have acceded to the ADR agreement are contained in a free leaflet (ADR 2) which may be obtained from the Dangerous Goods Division, Department of the Environment, 2 Marsham Street, SW1P 3EB (tel. 01-212 7262).

Carriage of goods by road from this country to other ADR countries will normally involve a journey by sea. For the rules which apply, see below.

. . . and by sea

Q. Are there any EEC regulations about the carriage of dangerous goods by sea?

A. No. Dangerous goods in transit from the UK by sea, whether in a British-registered or foreign-owned ship, are

subject to the Merchant Shipping (Dangerous Goods) Rules 1965 as amended, and to the recommendations of the Department of Trade standing advisory committee on the carriage of dangerous goods in ships contained in the blue book, 'Carriage of Dangerous Goods and Explosives in Ships' (1971 edition), ISBN 11 510669 3, as amended. This may be purchased from HM Stationery Office, price £5.00.

The rules, which also apply to British registered ships loading in foreign ports, provide for the declaration and classification of dangerous goods based on the United Nations system and for their proper marking, packing and stowage. They prohibit the carriage of certain explosives and dangerous goods on passenger ships.

The blue book provides detailed guidance, class by class, on the recommended methods of packing, labelling and stowage. The regulations are broadly in line with those issued by the Inter-Governmental Maritime Consultative Organisation, a United Nations body whose European members include all the EEC countries except Luxembourg, together with Finland, Greece, Norway, Poland, Spain, Sweden, USSR and Yugoslavia.

Certification for tanker vehicles

Q. Does ADR certification cover the tanks of tanker vehicles during the sea journey to and from Europe?
A. No. Portable tanks and road tankers require approval by the Department of Trade for the carriage of dangerous substances by sea to ensure that they are capable of withstanding the extra stresses that a sea voyage may entail.

In the near future it is intended to introduce a certification scheme whereby tanks and tankers will be certified for the carriage of dangerous goods by ship. This scheme will be similar to ADR certification (see above) and will be operated in parallel with it, but it should be noted that certification under both schemes will be essential for exports/imports involving sea journeys.

Further information about this scheme and the carriage of dangerous goods by sea may be obtained from Dangerous Goods Section, Marine Division, Department of Trade, Sunley House, 90 High Holborn, London WC1V 6LP (tel. 01-405 6911, ext. 448, 449 and 450).

Units of measurement

Q. I understand there is an EEC directive on units of measurement. How will this affect UK manufacturers and our trade with EEC countries?
A. The council Directive (71/354) of 18 October 1971, made under Article 100 of the EEC treaty, is designed to achieve an approximation or harmonisation of the legislative provisions of member states concerning units of measurement.

It provides for the exclusive use from 21 April 1978 onwards of a prescribed system of metric units (the SI system) over a wide area, not only in the economic field, but also in public health and safety and administrative activities. In our treaty negotiations it was agreed that the community would continue to recognise imperial units in UK legislation until the end of 1979, unless an agreed timetable for their disappearance had been established by 31 August 1976. We are obliged both to authorise SI units and not to discriminate against their use – eg in the description of goods coming into the country from other member states – from 21 April 1978 onwards (though we shall retain the right to require an imperial marking as well).

A proposal for a council directive amending the council Directive (71/354) of 18 October 1971 is in draft form and under the terms of 71/354 it will need to be approved by the council of ministers before 31 August 1976. The draft directive replaces the two annexes of the existing directive by a single annex containing four chapters, A-D.

Chapter A substantially reproduces Chapter 1 of Annex I and sets out the units of measurement the use of which is definitively authorised. Chapter B replaces Chapter III of Annex I and sets out the units which are to disappear from use as soon as possible and, at the latest, by 31 December 1977; in this chapter are included not only units which originally appeared in Chapter III of Annex I but also certain imperial units from Annex II.

Chapter C sets out the units which are to disappear from use as soon as possible and, at the latest, by 31 December 1979 and includes not only units appearing in Chapter II of Annex I but also some imperial units included in Annex II. Chapter D sets out other imperial units now appearing in Annex II and some additional units the authorisation of which is to be reviewed by 31 December 1979.

Not only the UK and the Irish Republic are involved in making changes in their units. Other members states, although already metric, will be dispensing with what are now obsolescent metric units in implementing the requirements of this important directive.

The text of the Directive (71/354) appears in the white paper on metrication, (Cmnd. 4880), which is available from HMSO, price 26½p. The text of the draft directive appears in the 'C' series of the *Official Journal of the European Communities* of 29 January 1976, which is available from HMSO price 70p. Additional information is available from the Metrology, Quality Assurance and Standards Division, Branch 2, of the Department of Prices and Consumer Protection, Abell House, John Islip Street, London SW1P 4LN, tel. 01-211 6455.

EEC information

Free service for businessmen!
The EEC Information Unit helps firms of all types and sizes by answering general questions about EEC membership and by guiding them where necessary to more specialised information sources.
New customers are always welcome, particularly firms new to EEC questions.
The unit's address is: EEC Information Unit,
Department of Industry,
1 Victoria Street, London SW1H 0ET.
Tel. 01-215 4301 (six lines).

Government Publications in London

from

Her Majesty's Stationery Office, 49 High Holborn WC1V 6HB

Trade Information

Britain's approach to Unctad IV

Britain's approach to Unctad IV – the fourth United Nations Conference on Trade and Development – was the theme of Eric Deakins' speech to the British-Tunisian Society on 6 April.

The Secretary of State for Trade would represent the UK, together with ministers from the Foreign Office and the Ministry of Overseas Development, he said. Ministers from a hundred or more countries would be at the meeting, in Nairobi.

Mr. Deakins said: 'Unctad IV is important because it provides an opportunity for rich and poor nations to come together and try to reach agreement on the basis on which the world economy should evolve so as to bring increased prosperity to developing countries.

'Closing the gap has become a major international political issue and the urgency of seeking better understanding between developed and developing countries is now well recognised.

'A great deal of preparatory work has been done in Unctad's permanent bodies by developed and developing countries alike. Specialised discussions year by year in other international organisations have also accomplished a lot of relevant, constructive work – for example, in Gatt on trade matters and IMF on monetary problems. 'Though unexciting, all this work is an essential preliminary if we are to have effective political decision making.

'In Nairobi trade questions will be discussed comprehensively but certain specific matters have been set out for decision. These concern the organisation of commodity trade, the acquisition of technology and problems of indebtedness.

Area of difficulty

'Trade in commodities is generally recognised as the most important area of difficulty.

'Raw materials still account for by far the greater part of developing countries' exports and are a category characterised by sharp movements in prices and trade volumes.

'At Kingston, Jamaica, last May, Harold Wilson pointed to the need to aim for a more equitable pattern of economic relationships between the developed and developing worlds.

'His specific proposals about international commodity policy were designed to achieve substantial progress towards this goal. But he also made it clear that there is no general panacea for the problems of instability in commodity trade and that there is no single means of solving the special problems posed by each commodity.

Most developed countries tend to question whether the Unctad integrated programme is an appropriate response to the differing requirements of the particular commodities involved.

'For example, Unctad regards the establishment of a common fund for the financing of international commodity stocks as fundamental to the integrated programme.

'Before we make up our minds on this I think we need to look more carefully at which commodities are suitable for buffer stock arrangements and to consider to what extent consumers are prepared to participate directly in the financing of such stocks.

'But I am sure the best prospects for developing countries will arise from the coming world economic expansion and from the greater liberalisation of world trade which we hope will be achieved in the Gatt Multilateral Trade Negotiations.

More stable arrangements

'We want to see tangible progress in the field of commodity trade through the achievement of more stable arrangements based on a recognition of the inter-dependence of the interests of producers and consumers. We would like to see consensus at Unctad IV on an international agreement on guidelines for the commodity trade which could be complemented by specific agreements for individual commodities where appropriate.

'On such issues as compensatory financing Britain has supported the need for improved facilities to be available to individual developing countries. We are confident that the improvements to the existing IMF compensatory financing facility agreed in Jamaica will make a major contribution.

'This view is largely shared by our partners in the EEC and other major OECD member states.

'The trade recession of the last two years has shown us vividly how closely interconnected is the world trading system. Developing countries are increasingly important participants in it and are eager to increase their share of world trade and economic influence. On average, it has been estimated, developing countries receive only 15 per cent of the final selling price of their produce. It is vital that we should reach a common view on the principles on which the international economy should operate so that developing countries may move, as part of the world community, towards increased and assured prosperity.

'Together with our community partners, Britain intends to try to get something positive agreed in the forthcoming programme of international meetings, particularly the Nairobi Conference.'

Hints to business men booklets

Revised editions of the booklets on Malaysia, Nicaragua and Venezuela have been published in the 'Hints to business men' series. British business men who intend visiting these countries on export business can obtain copies of the booklets from Export Services and Promotions Division, Department of Trade, Room D05, Export House, 50 Ludgate Hill, London EC4M 7HU, tel. 01-248 5757, ext. 7146, or any Regional Office of the Departments of Trade and Industry.

Advertisements are accepted for all booklets in the series which covers over 100 countries. Inquiries about advertising should be addressed to Cheiron Press Ltd., 8/10 Parkway, London NW1 7AD, tel. 01-267 1285.

Government Publications in the West

from

Her Majesty's Stationery Office, Wine Street, Bristol, BS1 2BQ

Anti-dumping investigation – polyester fibre from Romania

The Department of Trade has accepted for investigation an application for the imposition of anti-dumping duties under the Customs Duties (Dumping and Subsidies) Act 1969 on polyester fibre, imported in the form of polyester tops, from Romania.

A statement of the applicants case will be made available to any interested parties who give an undertaking to treat the information contained therein in confidence.

Any representations which interested parties may wish to make in connection with the application should be submitted in writing not later than 7 May 1976. Such representations in summarised form and without attribution to the source may be passed to the applicants for comment.

Those making representations should stipulate any points they do not wish to be disclosed.

Requests for a copy of the statement, together with an undertaking in the terms set out above, should be sent to the Department of Trade, General Division, Room 326, Kingsgate House, 66-74 Victoria Street, London SW1E 6SH.

Notices to Importers

Issued by the Department of Trade, Import Licensing Branch, Charles House, 375 Kensington High Street, London W14 8QH.

No. 1551: Woven cotton textiles and cotton yarn from Pakistan

Notice to Importers No. 1539, (*Trade and Industry*, 23 January 1976) stated that a further Notice would be published about the arrangements for licensing those goods not covered by the EEC/Pakistan Agreement. The restrictions on these goods are being phased out in accordance with Article 2 of the Gatt Multifibre Arrangement (MFA), and the quota levels and the periods to which they relate are set out in the Annex. It should be noted that the category numbers shown are those previously used but are now prefixed with the letter 'P'.

Licensing arrangements

Whereas in the past these quotas have been administered by the Pakistani authorities, in future they will be administered by Import Licensing Branch. Allocations from the quotas will be based on past trade and traders are invited to apply by 14 May 1976 to Import Licensing Branch on Form ILB/A. Applications should be accompanied by a statement of past trade by the applicant for each of the years 1973, 1974, 1975 and from 1 January to 31 March 1976, supported by a report by a qualified, practising, independent accountant. A pro forma for this purpose is available from Import Licensing Branch and applications will only be dealt with on receipt of correctly completed forms.

Arrangements under the EEC/Pakistan Agreement

The arrangments described in Notice to Importers No. 1539 for the administration of quotas agreed between the EEC and Pakistan are unchanged.

Handloom and textile handicraft products

Cotton handloom fabrics and products originating in Pakistan will not be subject to quantitative restrictions if the procedures relating to such goods and described in Notice to Importers No. 1539 are followed.

Inquiries: Import Licensing Branch, tel. 01-603 4644, ext. 303.

ANNEX

Period of quota: 1 January 1976 to 31 March 1977

Category no.	CCT heading no.	Description	Quantity (tonnes)
P1	55.05	Cotton yarns, folded, grey or processed	146
P2	55.06	Cotton yarns not elsewhere specified	1,727

Period of quota: 1 April 1976 to 31 March 1977

Category no.	CCT heading no.	Description	Quantity (sq. yd)
P7	55.08	Woven cotton fabrics	53,000
P9	58.04		
P12	59.13		
P13	ex 61.01	Woven cotton trousers and breeches for men and boys	5,830
P14	ex 61.02	Woven cotton outer garments for women, girls and infants	139,583
P15	ex 61.03	Woven cotton shirts and shirt fronts for men and boys	133,721
P16	ex 61.03	Woven cotton under garments for men and boys	3,609
P17	ex 61.04	Woven cotton under garments for women, girls and infants	21,753
P18	ex 61.05	Woven cotton handkerchiefs	1,060
P22 A	ex 61.01	Other woven cotton made-ups and garments	53,000
	ex 61.02		
P22 B	ex 62.05	Other woven cotton made-ups and garments	39,987

Technical, Chemical, Electronics, Engineering, Medical, Legal and Commercial Translations

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TECHNICAL SPECIFICATIONS
INSTRUCTION MANUALS
LEGAL DOCUMENTS
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Applications for temporary exemption from import duty

The Department of Trade is considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the supply available is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and *will remain in operation until the date shown in column 4 below* or for such shorter period as may be justified.

Interested parties who wish to make representations should address them to General Division, Department of Trade, Kingsgate House, 66/74 Victoria Street, London SW1E 6SJ, preferably through a trade association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption.

Representations should be received by 30 April.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
29.35	Cambendazole (INN)	Isopropyl 2-(thiazol-4-yl) benzimidazol-5-ylcarbamate	30 June 1977	G/T 15733
39.02	Copolymers of styrene and butadiene, containing not less than 20% by weight and not more than 28% by weight of butadiene, in the form of clear, colourless granules	K Resin (Phillips Petroleum) Butadiene-styrene polymer grades KR-01 and KR-03	30 June 1977	T 15490

Changes in overseas postal rates

Postal charges for some categories of overseas mail are to be increased on 29 April 1976. These changes have been agreed with the Post Office Users' National Council (POUNC) and the Government.

Full details of the revised prices are contained in the Postal Rates Overseas Compendium, a Post Office publication available free of charge to export firms. A new issue (No. 2/76) of this booklet will shortly be sent to exporters on the Post Office exporters mailing list. Any exporter not on this list is invited to send his letterhead marked 'Compendium please' to PMk4 (Compendium), FREEPOST, Room 434, Postal Headquarters, St. Martins le Grand, London EC1B 1HQ (no stamp is necessary).

In addition to receiving the compendium, exporters on this list are kept up to date on international postal developments by Interpost (an occasional newsletter of special interest to exporters by post) and other informative overseas post publications.

Further information

In many cases further information on the notices published on these pages is available to British exporters from the Department of Trade. The main branches concerned are: Commercial Relations and Exports (CRE) Divisions, 1 Victoria Street, London SW1H 0ET (tel: direct dialling); and Overseas Tariffs and Regulations Section (OTAR), Export Data Branch, Export Services and Promotions Division, Export House, 50 Ludgate Hill, London EC4M 7HU (tel: 01-248 5757). In each case, the relevant information source is indicated at the end of the notice by its initials (OTAR or CRE) and, in the case of OTAR, the telephone extension. In the Tariff and Trade Notices section countries are grouped by continents as far as possible; they are listed alphabetically on the contents page.

Tariff quota for 'DR 8' tinplate

An Order, the Import Duties (Quota Relief) (No. 2) Order 1976, (SI 1976 No. 534), has been made opening from 3 April up to and including 30 June 1976, a duty-free tariff quota of 12,000 tonnes of double reduced tinplate of a thickness not exceeding 0.17mm and a tensile strength not less than 480 newtons per square millimetre, (ex tariff heading 73.13 BIV b)1) imported for use in the United Kingdom from sources outside the European Communities.

The Order also provides that so long as the quota is unexhausted such goods (satisfying the requisite origin criteria) may also be imported from other member states duty-free. Where goods from any third country source qualify for duty-free treatment under other arrangements such imports will not count against the quota.

Customs Notice 771 and amendments, available from any Custom House or Office give information on the administration of tariff quotas and how benefit may be claimed.

General inquiries: General Division 2 of the Department of Trade, Room 333, Kingsgate House, 66-74 Victoria Street, London SW1E 6SJ. Inquiries about how to claim benefit and the state of the quota usage: HM Customs, Tariff Quota Unit, King's Beam House, Mark Lane, London EC3R 7HE, tel. 01-626 1515, ext. 2570.

Conference on business with Yugoslavia

The Anglo-Yugoslav Trade Council in conjunction with the London Chamber of Commerce and Industry is to hold a half-day conference on business with Yugoslavia at the LCCI on Friday, 30 April. Among the subjects to be discussed will be the Yugoslav economy, Anglo-Yugoslav trade and prospects for all forms of industrial co-operation in Yugoslavia.

Anyone interested in receiving further details should contact Miss E. Sachrajda, International Division, LCCI, 69 Cannon Street, London EC4N 5AB (tel. 01-248 4444, ext. 37 or 307).

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Tariff and Trade Notices

Netherlands

Emulsifiers. A decree dated 25 February 1976 (*Staatsblad* 153), published on 30 March 1976, establishes the Emulsifiers Decree (Commodity Law). It comes into force from 18 June 1976. This implements Directive 74/329/EEC regarding emulsifiers, stabilisers, thickeners and gelling agents for use in foodstuffs.

Copies of the above-mentioned decree (in Dutch) are available. It is not proposed to prepare an English translation. Inquiries: OTAR ext. 288/466/467.

Petrol excise tax. A decree dated 17 March 1976 (*Staatsblad* 157), published on 30 March 1976, increases the excise tax on petrol. It came into force on 1 April 1976.

Copies of this decree (in Dutch) are available. An English translation should be available in about a month's time. Inquiries: OTAR ext. 288/466/467.

Belgium

Excise duties on cigarettes. The *Moniteur Belge* No. 65 of 1 April 1976 published a decree dated 30 March 1976 amending the excise duties on cigarettes manufactured in or imported into Belgium. The specific duty levied in addition to the *ad valorem* duty has been increased to 0.030 franc per cigarette. The special excise duty levied in addition to the *ad valorem* and specific duties has been amended as follows: 2.7 per cent of the retail price plus 0.008 franc per cigarette the cumulative total of the *ad valorem* specific and special excise duties not being less than 0.56 franc per cigarette. The decree entered into force on 1 April 1976.

Copies of the decree (in French) are available. Inquiries: OTAR tel. 01-248 5757 ext. 288/466/467.

Portugal

Duty exemption for certain textiles and lace into Madeira. Decree-Law 46183 of 8 February 1965 provided for the exemption from import duty and taxes of certain textiles and lace imported into Madeira. Portuguese *Diario do Governo* No. 70 of 23 March 1976 published Decree-Law 213/76 which extends this concession until 31 December 1976 for the following goods only:

1 Fabric of sheep's wool weighing up to 200g per sq m, falling under subheading 53.11.01 of the Import Tariff, white, coloured or of more than one colour, but not printed (colours obtained by application of yarns of various colours at the time of weaving).

2 Lace, up to a maximum width of 6cm, of synthetic fibres and linen or cotton fibres, falling under subheadings 58.09.02 and 58.09.05.

No further information is available. Inquiries: OTAR tel. 01-248 5757 ext. 458/461.

Registered trade marks

The lists of tariff, customs and import regulation changes in overseas countries published in this section of *Trade and Industry* sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view. Items which fall into this category are preceded by the letters rtm. Readers should note that this prefix signifies that the words are registered as trade marks in the United Kingdom but that in the present context are assumed to refer generally to products of the descriptions stated in brackets. While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

Malta

Import licensing control. The Malta *Government Gazette*, 2 April 1976, announced that with immediate effect the importation of the following goods will require a specific import licence.

Shoulder bags made of fabric
Emulsifiable bitumen
Penetration bitumen
Aerosol filling machinery
Inflatable rings for swimming

Inquiries: OTAR tel. 01-248 5757 ext. 471/472/473/462.

Greece

Import of pork banned. According to the Greek press of 5 March 1976 the Greek Ministry of Agriculture has imposed as of 2 February 1976 a ban on the import of pork (excepting tinned pork) from the UK and other countries on the grounds of veterinary hygiene. Licences granted prior to and including 6 February 1976 may be used on the terms on which they were issued. Inquiries: OTAR tel. 01-248 5757 ext. 439.

CRE Commercial Relations and Exports Divisions
Tel. Direct dialling (see end of each notice)

OTAR Overseas Tariffs and Regulations Section
Tel. 01-248 5757 (extension at end of each notice)

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General Management: Amman, Jordan Established 1930

Capital & Reserves	17,120,000 Jordan Dinars
Deposits	393,198,809 Jordan Dinars
Total Assets	668,328,966 Jordan Dinars

As at 30th June 1975

One Jordan Dinar (JD1) = U.S. $3.13 approx.

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Libya

Import duties. The Libyan authorities have announced certain tariff modifications and changes in duty rates within BN items 20.01, 20.02, 71.05, 71.07/71.10 and 73.21. The changes are as follows:

BN no.	Description	Import duty Per cent
20.01	Vegetables and fruit, prepared or preserved by vinegar or acetic acid with or without sugar, whether or not containing salt, spices or mustard:	
	B Vegetables and fruit:	
	2 Ordinary olives with seeds	Nil
	3 Tomatoes	50
	4 Other olives and capers	50
20.02	Vegetables prepared or preserved otherwise than by vinegar or acetic acid:	
	B Olives and capers:	
	1 Ordinary olives with seeds	Nil
	2 Other olives and capers	50
71.05	Silver, including silver gilt and platinum-plated silver, unwrought or semi-manufactured:	
	A Gold or platinum plated	35
	B Other	15
71.07	Gold, including platinum-plated gold, unwrought or semi-manufactured:	
	A Unwrought imported by the Bank of Libya	15
	B Other	35
71.08	Rolled gold on base metal or silver, unworked or semi-manufactured	35
71.09	Platinum and other metals of the platinum group, unwrought or semi-manufactured	35
71.10	Rolled platinum or other platinum group metals, on base metal or precious metal, unworked or semi-manufactured	35
73.21	Structures and parts of structures (for example, hangars and other buildings, bridges and bridge-sections, lock-gates, towers, lattice masts, roofs, roofing frameworks, door and window frames, shutters, balustrades, pillars and columns), of iron or steel; plates, strip, rods, angles, shapes, sections, tubes and the like, prepared for use in structures, of iron or steel:	
	A Pavilions imported for use at international fairs, structures and sheds for animals, poultry and plants	Nil

No further information is available. Inquiries: OTAR tel. 01-248 5757 ext. 461/459.

Import restrictions. Dry and concentrated milk (except that designed for children's nutrition) may now only be imported into Libya by the General Dairy Products Co.

No further information is available. Inquiries: OTAR tel. 01-248 5757 ext. 461/459.

Sudan

Pro-forma invoices. The position on the importation of blank pro-forma invoices remains as published in *Trade and Industry*, 25 April 1975. No visiting businessmen may under any circumstances take such documents with them through the customs. They may be deposited with the customs on entry in order to be collected on their subsequent exit from the country. Inquiries: OTAR 01-248 5757 ext. 475.

Yemen Arab Republic

Agency legislation. Copies of a translation of Decree 6/1976, which came into effect on 21 January 1976, Regulating the Agencies and Branches of Foreign Companies and Commercial Firms, are available. Inquiries: CRE tel. 01-215 3454.

Israel

Tariff amendments. The Israeli Authorities have issued amendments to the rate of import duty and/or the statistical subdivisions for the following BN numbers:

16.04; 29.16; 37.03; 55.09; 64.01; 64.02; 71.09; 73.20 and 92.10.

Inquiries: OTAR 01-248 5757 ext. 458/461.

CRE Commercial Relations and Exports Divisions
Department of Trade
1 Victoria Street, London SW1H 0ET
Tel. Direct dialling (see end of each notice)

OTAR Overseas Tariffs and Regulations Section,
Export Data Branch
Export Services and Promotions Division
Department of Trade
Export House, 50 Ludgate Hill, London EC4M 7HU
Tel. 01-248 5757 (extension at end of each notice)

Purchase tax amendments. The Israeli Authorities have issued the following amendments to the rate of purchase tax:

Purchase tax no.	Description	Rate of tax
0213	The following exception is added: (3) Inflatable structures with a floor area exceeding 100 sq. m	
0502	Exception (2) shall be replaced by: (2) Goods specified in headings 71.05 to 71.11 of the Customs Tariff and goods specified below and specified in headings 73.14, 73.25, 74.03 and 74.10 of the Customs Tariff: a. Copper wire, silver coated, of circular section, the diameter of which does not exceed 1.5mm; b. Copper tinsel, silver coated; c. Iron or steel wire, silver coated, of a circular section, the diameter of which does not exceed 1.5mm; d. Iron or steel tinsel, silver coated.	
0507	The following exception is added: (1) Specified in heading 98.11.3000 of the Customs Tariff	
0601	Subheading 10 shall be replaced by: 10 Monochrome, high contrast, not sensitive to ultra violet radiation	32.5%
0603	In exception (1), 'celluloid plates' shall be replaced by 'plastic plates'.	
0912	The whole heading is replaced by the following: ELECTRIC SOUND OR VISUAL SIGNALLING APPARATUS; CONTROL DEVICES, DETECTING DEVICES AND SIGNALLING DEVICES FOR IT; ALL NOT SPECIFIED IN HEADING 1509: 20 Bells, buzzers, chimes and the like 90 Other *Exception:* (1) Traffic control equipment for roads, railways and inland waterways.	57.5% 35%
0915	Subheading 21 is deleted Subheading 23 shall be followed by: 24 The capacity of which is from 571 ton to 1,201 ton 29 Other In exception (4), 'exceeding 571 ton' shall be replaced by exceeding 1,201 ton'	IL 160.00 per unit 62.5%
1105	The heading shall be replaced by: NAILS; HOLLOW RIVETS; RIVETS STRAIGHT THROUGHOUT THEIR LENGTH UNDER THE HEAD, EXCLUDING ONES MADE OF IRON OR STEEL; SCREWS; HOOKS:	
1201	Exception (3) shall be replaced by: (3) Used for the manufacture of film sensitive paper, provided its weight per sq. m is more than 135g and not more than 275g: a. Of the kind known as 'Britta' b. White, glazed mat or grained paper, polyethelene coated	
1306	The whole heading is deleted	
1404	Subheading 10 shall be followed by: 20 A coated unglazed rectangular sheet, the size of each side of which is not less than 0.60m	24.5%

Inquiries: OTAR tel. 01-248 5757 ext. 458/461.

Liberia

Import controls. The Liberian Ministry of Commerce, Industry and Transportation has lifted a ban on the importation of used clothes into the country.

Would-be importers are, however, required to adhere to three major guidelines:

1 A certificate of disinfection from the country of origin should accompany each shipment, naming the type, method and quality of disinfectant used and bearing the name of the Health Department of the country of origin.

2 Importers will be required to produce these documents to the Ministry of Health and Social Welfare in Liberia, in order that a physical inspection of goods may be carried out.

3 A certificate of clearance will be issued by the Bureau of Customs, Ministry of Finance once this inspection has been completed. In addition, appropriate provision (Protective Shelter) should be made for the sale of used clothing.

Inquiries: OTAR tel. 01-248 5757 ext. 473/472/471/462.

CRE Commercial Relations and Exports Divisions
Tel. Direct dialling (see end of each notice)

OTAR Overseas Tariffs and Regulations Section
Tel. 01-248 5757 (extension at end of each notice)

Ghana

Import of intravenous infusions and solutions – Notice to Importers No. 425. The following notice was published in the Ghana *Commercial and Industrial Bulletin* of 26 March 1976:

It is announced for the information of importers that with immediate effect, commercial importation of the Intravenous Infusions and Solutions listed below is banned:

Product	500ml	Solution no.
Sodium chloride	0.9%	101
Sodium chloride	0.18%	112
Sodium chloride	0.5%	118
Dextrose	5%	221
Dextrose	10%	—
Dextrose	4.3% in sodium chloride 0.18%	310
Dextrose	2.5% in sodium chloride 0.45%	322
Dextrose	5% in sodium chloride 0.45%	324
Dextrose	5% in sodium chloride 0.9%	333
Dextrose	10% in sodium chloride 0.9%	336
Ringer's		413
Hartmann's		420
Hartmann's ½ strength		422
Darrow's		430
Darrow's ½ strength		431
Dextrose 2.5% in ½ darrow's solution		436
Sodium lactate 1/6 molar		507
Mannitol 10%		525
Mannitol 20%		527
3.33% dextrose in ½ ringer lactate		429
Gastro-intestinal replacement fluid 1,000ml		910
Normal saline 1,000ml		101
5% dextrose 1,000ml		221
5 : 4 : 1 single replacement fluid for treatment of cholera 500ml		451
10% sorbotol in 1/3 ringer lactate 1,000ml		496
Peritomeal dialysis No. 810 (Isotonic)		810
Peritomeal dialysis No. 812 (Hypertonic)		812
Giving set alone with needle S-Leur-Nu		—

Inquiries: OTAR tel. 01-248 5757 ext. 473/472/471/462.

Nigeria

Customs tariff change. Legal Notice 14 of 1976 published in the Federal Republic of Nigeria *Official Gazette*, 1 April 1976, amends, with effect from that date, the first and second schedule to the Customs Tariff (Consolidation) Decree 1973. The following tariff numbers are affected:

03.02	09.02	11.01	12.01	15.07	16.01	16.04	21.07
22.01	22.07	22.08	24.01	25.07	25.11	25.32	27.10
27.11	28.17	28.30	28.42	32.08	39.07	40.11	41.08
41.10	44.28	48.04	48.07	51.01	56.05	56.06	57.09
57.11	58.05	59.02	59.13	59.14	61.01	61.05	61.06
61.09	64.01	64.02	64.03	64.04	64.05	73.10	73.12
73.13	73.17	73.18	73.20	73.32	73.36	74.15	76.04
79.01	83.15	84.12	84.61	85.03	85.04	85.15	87.01
87.02	87.03	87.04	87.06	87.12	87.14	89.01	90.24
92.11							

Inquiries: OTAR tel. 01-248 5757 ext. 473/472/471/462.

Prohibited imports. Legal Notice 16 of 1976 published in the Federal Republic of Nigeria *Official Gazette*, 1 April 1976, gives details of the Import Prohibition Order 1976. The notice sets out the prohibition – with effect from 1 April – of certain goods into Nigeria.
Inquiries: OTAR tel. 01-248 5757 ext. 473/472/471/462.

Exchange control. Nigeria's 1976/77 budget, announced on 31 March 1976, contained the following details of exchange control (payments for imports):
In future payments for imports against documents and by letters of credit will be authorised only if certificates of clearance from the Nigerian Ports Authority/Airport Authority have been issued. In addition, letters of credit will be issued only after full payment has been made in local currency.

Inquiries: CRE tel. 01-215 3064/3338.

Senegal

Radio equipment: import restrictions. It has been announced that the importation into Senegal of certain transmitting and receiving equipment is to be restricted. A decree is being promulgated and further details will be published as and when they become available. Inquiries: OTAR tel. 01-248 5757 ext. 472/471/462/473.

Ivory Coast

Changes in VAT. The rates of Value Added Tax for all products have been increased as follows:

9 per cent increased to 9.5 per cent
19 per cent increased to 20.5 per cent
33 per cent increased to 33.5 per cent.

Tariff modifications. According to Government Order No. 76.118 of 19 February 1976 certain fiscal duties levied on imports of sugar, confectionery, fertilisers and ovens under the following tariff headings have been suspended until 31 December 1976:

17.01.10; 17.01.21; 17.01.22; Chapter 31; 84.14.10.

Inquiries: OTAR tel. 01-248 5757 ext. 472/471/473/462.

Mozambique

Parcels of printed matter sent by post. It has been announced that COD parcels containing books, periodicals, magazines, newspapers, records or tape recordings must be addressed to: Instituto Nacional do Livro e do Disco – Maputo.

No further information is available. Inquiries: OTAR ext. 458/461.

South Africa

Tariff changes. The following amendments were published in the South African *Government Gazette*, 19 March 1976.

R429 BN 73.37, 87.02, 87.04 and 87.06. The rate of duty on air distributors and parts thereof, identifiable for use solely or principally with motor vehicles, and on heaters and ventilating units of the blower type or ram type and parts thereof, for motor vehicles with water-cooled engines, imported as original equipment or replacement parts for motor cars, passenger vehicles designed to negotiate unusual terrain, minibuses and other specialised passenger vehicles with a seating capacity of less than 15 seats, light goods vehicles and unassembled chassis for light goods vehicles, is increased from 4,500c per 100kg to 110c per kg.

R430 BN 82.05. Specific provision is made for screwing taps with ground thread of alloy steel or high speed steel, and the rate of duty thereon is increased from 5 per cent (General), 3 per cent (MFN) and free (Preferential) to 20 per cent (General) and 17 per cent (Preferential)

INDUSTRIAL REBATES

R428 Item 311.10 BN 57.10, 311.40 BN 57.10, 312.01 BN 57.10, 312.02 BN 57.10

1 The use of woven fabrics of jute or of other textile bast fibres under rebate of duty in terms of item 311.10/57.10 is restricted

2 The provisions for a rebate of duty on woven fabrics of jute or of other textile bast fibres for the manufacture of clothing, footwear and headgear, are withdrawn

R431 Item 306.04 BN 29.08, 29.15, 29.30, 34.04 and 39.03, 311.01 BN 38.19

1 Provision is made for a rebate of the full duty on 1,1-isopropylidene-bis-(p-phenylene-oxy)-di-beta-ethanol, benzyl butyl phthalate, isophorone diisocyanate, isophorone polyisocyanate, chlorinated paraffin wax and pigmented plasticised nitrocellulose chips for the manufacture of colours, paints, varnishes and allied products

2 Provision is made for a rebate of the full duty on sodium chlorite with added corrosion inhibitors or explosion preventive agents, for use as a bleaching agent in the textile industry.

Inquiries: OTAR tel. 01-248 5757 ext. 471/472/473/462.

Budget 1976. South Africa's Minister of Finance, Senator Horwood, presented his budget for 1976/77 on 31 March.

He forecast that in 1976 the growth rate in the economy would be the same as in 1975 – about 2 per cent. He expected an upswing in the economy to begin towards the end of this year or during 1977.

Included in the changes proposed are:

Tax increases on petroleum products, alcoholic and soft drinks, and cigarettes and cigars

Sales duties increased by one-third

Company income tax increased by 5 per cent plus an additional 'loan level' of 10 per cent (repayable on terms and at a date to be specified)

Individual income tax increased and a 'loan levy' to be imposed

Defence Bonds to be put on sale.

Inquiries: OTAR tel. 01-248 5757 ext. 471/472/473/462.

Rebates, refunds of excise duty. The following amendments were published in the South African Government Gazette of 26 March 1976.

R475 Item 609.04.05. In order to qualify for a rebate of excise duty the percentage of granadella juice in non-alcoholic beverages is reduced from 30 per cent to 20 per cent by volume

Inquiries: OTAR ext. 471/472/473/462.

Malaysia

Import controls. The Malaysian *Government Gazette* has published The Customs (Prohibition of Imports) (Temporary Protective Measure) (Amendment) (No. 4) and (No. 5) Order, 1976 which amends the first schedule of The Customs (Prohibition of Imports) (Temporary Protective Measure) Order, 1973 as follows:

1 By deleting the heading numbers 84.06 292 and 84.06 392 and all the particulars that follow:

2 By inserting in the appropriate places the heading numbers and all the particulars that follow:

Heading no.	Description of goods	Country
19.03 000	Rice Vermicelli	All countries
20.02	Vegetables prepared or preserved otherwise than by vinegar or acetic acid:	
	In airtight containers:	
120	Mushrooms	All countries

The *Government Gazette* has published the following amendment to The Customs (Prohibition of Imports) (Temporary Protective Measure) Order, 1973.

The Customs (Prohibition of Imports) (Temporary Protective Measure) (Amendment) (No. 3) Order, 1976 amends the second schedule of the 1973 order as follows:

Insert in the appropriate place the heading number and the particulars that follow:

Heading no.	Description of goods	Country
87.06	Parts and accessories of the motor vehicles falling within heading No. 87.01, 87.02, or 87.03	
950	Disc pads and bonded brake shoes	All countries

And the following third schedule as follows:

Heading no.	Description of goods	Country
19.08	Pastry, biscuits, cakes and other fine baker's wares, whether or not containing cocoa in any proportion	
110	Sweetened	All countries
120	Unsweetened	All countries

CRE tel. Direct dialling **OTAR** telephone 01-248 5757
Extensions to **OTAR** numbers are given at the end of each notice

Customs duties amendments 1976. The Malaysian Government has passed the following Customs Duties Amendment Orders.

The Customs Duties (Amendment) (No. 2) Order, 1976 amends the first schedule to The Customs Duties Order, 1968 by:

1 Deleting heading numbers 59.13 000, 68.14 000 and 87.06 950 and all details that follow and

2 Inserting in the appropriate places the heading number and details below:

Heading no.	Description	Unit of quantity	Schedule import duty: Federation Common tariff	West Malaysia: Sabah and Sarawak Full	West Malaysia: Sabah and Sarawak Pref.
59.13 000	Elastic fabrics and trimmings (other than knitted or crocheted goods) consisting of textile materials combined with rubber threads	Value	25%		
68.14 000	Friction material (segments, discs, washers, strips, sheets, plates, rolls and the like) of a kind suitable for brakes, for clutches or the like, with a basis of asbestos, other mineral substances or cellulose, whether or not combined with textile or other materials	Value	25%		
82.02	Saws (non-mechanical) and blades for hand or machine saws (including toothless saw blades):				
	Blades for hand or machine saws:				
250	Hack-saw	No	30% or 30 cts each whichever is the higher		
87.06	Parts and accessories of the motor vehicles falling within heading No. 87.01, 87.02 or 87.03:				
	Other:				
950	disc pads and bonded brake shoes	Value/No	25%		
990	other	Value	25%		

The Customs Duties (Penang) (Amendment) (No. 2) Order, 1976 amends The Customs Duties (Penang) Order, 1973 to make the duties of 68.14 000, 82.02 250 and 87.06 950 also applicable in Penang.

The Customs Duties (Amendment) (No. 4) Order, 1976 amends the first schedule to The Customs Duties Order, 1968 by:

1 Deleting heading numbers 84.06 292, 84.06 392, 85.04 110' 85.04 130, 85.04 190, 85.04 800, 85.04 910, 85.04 920 and 85.04 990 and all details that follow and

2 Inserting in the appropriate places the heading numbers and details below:

Heading no.	Description	Unit of quantity	Schedule import duty: Federation Common tariff	West Malaysia: Sabah and Sarawak Full	West Malaysia: Sabah and Sarawak Pref.
84.06	Internal combustion piston engines:				
292	pistons and cylinder liners	Value	25%		
392	pistons and cylinder liners	Value	25%		
85.04	Electric accumulators:				
110	6 and 12V accumulators of a height (excluding terminals and handles) not more than 5 in. of a height (excluding terminals and handles) over 5 in. but not more than 9 in.	No		40%	40%
130	with plastic containers	No		30% or 25 cts per lb whichever is the higher	30% or 25 cts per lb whichever is the higher
190	with containers other than of plastic	No		20% or 25 cts per lb whichever is the higher	20% or 25 cts per lb whichever is the higher
800	Other accumulators	No	15%		
	Parts:				
910	separators	No		15%	Free
920	containers of plastic	No	20% or $5 whichever is the higher		
990	other	Value		20% or 25 cts per lb whichever is the higher	5% or 20 cts per lb whichever is the higher

Australia

Galvanised sheet steel: temporary protection. The Department of Industry and Commerce in Australia has received a request for temporary protection against imports of galvanised sheet steel of the type falling to sub-item 73.13.3 of the Customs Tariff.

Interested parties, either in support of or in opposition to the request, may submit their views to the Department for consideration. Requests for temporary protection are initially received and considered by the Department. At a subsequent stage they may be referred to the Temporary Assistance Authority for inquiry and report within 30 days of the date of the reference.

Any temporary protection which may be accorded the goods by the Government after receipt of the report by the Temporary Assist-

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ance Authority would be in the nature of a holding action pending Government consideration of the question of long term protection for the local industry following inquiry and report by the Industries Assistance Commission.

Exporters should note that it has been made clear that should the need for urgent action emerge from these inquiries, goods ordered but not cleared for home consumption at the date of the announcement, will be subject to the terms of the action. Australian importers have been urged therefore to exercise caution in placing orders overseas and in entering into financial commitments on such orders as special consideration may not be given to outstanding commitments should action be taken by the Government.

Evidence must be formally submitted at a public hearing, either by a nominated representative of the firm or trade association concerned or through the Australian British Trade Association, 21 Tothill Street, London, SW1 (tel. 01-799 7447), who will represent UK interests if authorised. The association charges a fee for its services, the amount varying according to the work entailed in the preparation of a submission and whether or not the interested party is a member. UK firms or trade associations intending to submit evidence should advise the Secretary, Industries Assistance Commission, PO Box 80, Canberra, ACT 2600, Australia as soon as possible through their accredited agent, indicating the goods with which they are concerned and the request they anticipate submitting. Ref. CRE 69/76. Inquiries: CRE tel. 01-215 5319.

Foreign investment guidelines. The Australian Treasurer announced new foreign investment guidelines in Parliament on 1 April. The policy is in line with the undertakings made by the Liberal/National Country Party Coalition before they took office last December.

The essential elements are to provide maximum opportunities for Australians to participate in ownership and control of Australian industries and resources; make use of foreign capital, especially if accompanied by technology and expertise, in Australian economic and social development; avoid costly 'buy-backs' and restrict foreign investment in basic sectors such as banking, radio and TV, daily newspapers and certain aspects of civil aviation.

Mineral development (both onshore and offshore), agricultural, pastoral, forestry and fishing projects have been designated as key areas where the Government will pursue special objectives. Uranium developments will require a minimum 75 per cent Australian equity and Australian controls. In the remaining key areas, projects will generally require a minimum 50 per cent Australian equity together with at least 50 per cent of the board voting strength held by Australian interests. The Government may, however, allow projects to proceed before 50 per cent Australian equity has been achieved but will seek arrangements for increasing Australian equity to 50 per cent within an agreed period.

Except in certain specified types of real estate investment, all acquisition of real estate by foreign interests will be examinable in order that speculation can be controlled.

A Foreign Investment Review Board is to be established with three to five members to advise the Government on foreign investment matters generally and will be responsible for screening all foreign investment proposals including takeovers.

Copies of the Treasurer's Statement are available from Room 336, Department of Trade, 1 Victoria Street, London SW1H 0ET. Ref. CRE 44314. Inquiries: CRE tel. 01-215 5319.

Motor vehicle policy. The Australian Government has decided that its long-term objectives for the passenger motor vehicle industry can best be achieved by an 85 per cent company average local content plan supported by appropriate tariff arrangements. In order to ensure the stability required for industry planning, the 85 per cent plan will operate until 31 December 1984.

The Government has accepted, with certain modifications, the recommendations of the Industries Assistance Commission in its report of 31 October 1975 on Motor Vehicles – Import Restrictions that duty concessions be available under the plan without the need to pursue complementation arrangements, that is, existing manufacturers' basic by-law concession under the plan be increased to 15 per cent; that existing reversion control procedures for components be abolished on 31 December 1976; that local content of components be determined after a two year phase in period on the basis of the cost to the vehicle producer less the value of any parts imported by the component manufacturer; and that plan participants should have the option of including exported vehicles in their calculations of local content or excluding such production from the plan altogether.

In addition to these modifications the Government has decided that component manufacturing programmes would cease from 1 January 1978 and that all moves by manufacturers designed to increase component commonality will be encouraged.

The Government would like to see a rational development of four-cylinder engine production in Australia and has authorised the Minister for Industry and Commerce to initiate discussions with both established and prospective new manufacturers to explore possible arrangements for production of all Australian requirements of four-cylinder engines.

The Government has also accepted the recommendation of the Industries Assistance Commission relating to long-term tariff arrangements applying to imports of passenger motor vehicles. From 1 January 1978 the tariff trigger mechanism will operate so that when the 12 months moving average of imported passenger vehicle registrations falls to 20 per cent, or below, of total registration of passenger motor vehicles, the duty rate on such vehicles will fall to 35 per cent. When the 12 months moving average of imports rises above 20 per cent of registrations, the tariff will rise to 45 per cent.

A differential of 10 per cent between duties applying to completely built-up vehicles and completely knocked-down vehicles will be maintained in the long-term.

As regards the short-term arrangements, quantitative restrictions on completely built-up passenger vehicle imports will continue at the same level as at present ie 90,000 units per annum, until 31 December 1976 at which time they will cease, and quantitative restrictions on light commercial vehicles will be lifted immediately. Imports of completely built-up passenger vehicles will be dutiable at a rate of 45 per cent up to and including 31 December 1977.

The existing tariff quotas and the 30 per cent tariff on completely knocked-down vehicle imports will be retained until 31 December 1976. On 1 January 1977 the duty on Completely Knocked-Down vehicles will be increased to 35 per cent and quotas will be removed.

Assembled and unassembled general purpose commercial motor vehicles from 2.72 tonnes to under 10.16 tonnes gross vehicle weight, assembled and unassembled prime movers under 10.16 tonnes gross vehicle weight, and any unassembled vehicles above 10.16 tonnes gross vehicle weight will be dutiable at 25 per cent. Assembled vehicles of 10.16 tonnes gross vehicle weight and above, and certain trailers for articulated vehicles will be dutiable at 22½ per cent.

Certain special purpose vehicles, ie dump trucks, dredging and excavating machines, the truck portion of mobile cranes, and air-cushion vehicles the duty will be 25 per cent. Crane super-structures when imported incorporated in a vehicle will be dutiable at 35 per cent. Four-wheel drive vehicles under 2.72 tonnes gross vehicle weight will be dutiable at 25 per cent and light commercial vehicles under 2.72 tonnes, not being passenger motor vehicle derivatives, will be dutiable at 35 per cent if imported assembled and 25 per cent if imported unassembled.

The by-law scheme will be used to determine whether commercial motor vehicle components should be accorded by-law concessions. A rate of 25 per cent will apply to original equipment components and replacement components. Ref. CRE 44309. Inquiries: CRE tel. 01-215 5319.

New Zealand

Import licensing schedule 1976-77. The New Zealand import licensing arrangements for the year 1 July 1976 to 30 June 1977 have been announced.

Allocation will generally be at 100 per cent by value of 1975-76 basic licences. There are no new exemptions from import licensing apart from carpet tape (a proposed exemption which had been deferred). There will be a reduced basic allocation for cornflour, pineapple, tyres and tubes, household linen, footwear (excluding ballet shoes) and bicycles. Licence application for these commodities with the exception of footwear which is 90 per cent of the 1975-76 allocation will be considered individually.

The replacement licensing scheme for New Zealand assembled CKD cars is to be continued. Similarly the provision for traditional

importers of CBU vehicles is to be continued at 100 per cent by value of their 1975-76 allocation.

Licences issued under the three-year assurance scheme will continue to be honoured with the exception of shoes for which special provision is made on a 90 per cent quota basis.

The three year licence assurance scheme will now terminate at the conclusion of its initial period.

Licences surrendered under the licence surrender scheme may be redeemed in 1976-77.

There is provision for additional licences for industrial raw material and components for industry to cover reasonable requirements which cannot be met from domestic sources. Licences for the replacement of essential plant and machinery will be made available where need is demonstrated particularly in regard to export oriented industries.

In order to protect local manufacture certain items, mainly electric motors not exceeding 7kW and certain grinding wheels and discs will be considered individually. Some items notably ceramics have had minimum cif or fob prices updated.

Consideration will be given to the re-imposition of licensing in the exempt area where it can be shown in individual cases that local industry is being harmed by imports.

British exporters with inquiries should give a detailed description of the goods in which they are interested and quote the Brussels nomenclature number if known. Inquiries: OTAR tel. 01-248 5757 ext. 401/468/469.

Artificial flowers: Industries Development Commission report. Copies of the following New Zealand Industries Development Commission report are available from Commercial Relations and Exports Division:

Artificial flowers, foliage or fruit and parts thereof; articles made of artificial flowers, foliage or fruit (tariff heading 67.02)

Ref. CRE 68/76. Inquiries: CRE tel. 01-215 5321.

United States

Escape clause investigation into ceramic tableware. The International Trade Commission has reported that termination of the import relief on certain ceramic tableware granted as a result of a successful escape clause action in 1972 and due to expire on 30 April 1976 would adversely affect the competitive position of the domestic industry producing earthen table and kitchen articles. The President may under US Trade Law extend the relief granted in 1972 for one three year period. The relief cannot exceed the level currently in effect. Inquiries: OTAR tel. 01-248 5757 ext. 456.

Trinidad and Tobago

Baking equipment: duty exemption. The Minister of Industry and Commerce has recently announced that equipment for the baking industry will be allowed into Trinidad and Tobago free of duty.

No further details are available. Inquiries: OTAR tel. 01-248 5757, ext. 7312/456/457.

Uruguay

Rice industry: exemptions for capital goods. Uruguay's decree 67/976 details exemptions from various taxes and duties for the import of capital goods and parts for the rice industry. These taxes and duties are customs and additional duties, import taxes, all surcharges including the minimum surcharge, and consular fees. All such imports must be approved by the Comision Sectorial de Arroz, and must not be sold or otherwise transferred for a period of five years. Inquiries: OTAR tel. 01-248 5757 ext. 474/476.

Agricultural products: import duty concessions. Decree 36/976 exempts for the year of 1976 the goods listed below from the payment of customs and additional duties, as well as surcharges, prior deposits and import dues:

a Fertilisers and raw materials for their manufacture.
b Jute sacking; raw materials for the manufacture of synthetic sacking; raw materials for the manufacture of containers of polyethylene film for fertilisers, grains, seeds or milk; polyolefines for the manufacture of multi-filament threads and twisted tubular film; one or more threads for sewing bags and carriers for fodder and other agricultural products.
c Seeds when conforming with the regulations laid down by the Ministerio de Agricultura y Pesca.
d Innoculants classified under BTN 30.02 except those listed below:
Innoculations for leguminosae of the following types: medicago sativa, medicago hispida, medicago tribuloides, trifolium subterraneum, trifolium repens, trifolium pratense, trifolium fragifenum, lotus corniculatus, glisine max and pirum arvense.

Inquiries: OTAR tel. 01-248 5757 ext. 474/476.

Plessey Plan 17/18 instrumental landing systems undergoing final system tests at Plessey Navaids' Addlestone factory. Overseas customers for the system include authorities in Sweden (five systems), the Sudan (two systems), and Ras al Khaimah (one system). Plessey states that 70 per cent of production of this system is for export. Having spent three weeks undergoing this final series of tests in a wide range of environmental conditions, the equipments are ready for shipment. In many instances, customers order the electronics cabinets already pre-installed in tropicalised glass-fibre cabins, considerably reducing the installation time on site.

Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where shown otherwise

	Gross domestic product (average estimate)	Consumers' expenditure	Fixed capital expenditure			Changes in stocks				Balance of payments		
			Total	of which: Manufacturing industry	of which: Distributive and service industries inc. shipping	Total	of which: Manufacturing industry	of which: Wholesalers	of which: Retailers	Current balance	Visible balance	Invisible balance
	at 1970 prices		at 1970 prices			at 1970 prices				at current prices		
Base of index	1970	1970	1970	1970	1970							
£m in base year		31,472	9,380	2,130	2,090							
Series in						£ million				£ million		
1970	100	100	100	100	100	425	325	68	−30	735	−25	760
1971	102	103	102	93	104	70	−148	52	−10	1,058	280	778
1972	104	109	104	82	117	−18	−175	48	−11	131	−702	833
1973	110	114	107	88	125	1064	396	102	334	−842	−2,332	1,490
1974	110	113	105	98	113	597	666	81	−68	−3,650	−5,264	1,614
1975	108	113	104	85	98	−652	−381	−104	6	−1,702	−3,200	1,498
1973 1st qtr.	110	115	109	86	130	370	166	37	51	−130	−343	213
2nd qtr.	110	113	104	83	118	308	88	3	185	−83	−414	331
3rd qtr.	110	114	107	92	120	181	46	29	47	−256	−625	369
4th qtr	109	114	107	89	132	205	96	32	51	−373	−950	577
1974 1st qtr	108	112	108	97	112	−176	−31	18	−59	−855	−1,297	442
2nd qtr.	110	112	100	96	110	295	191	43	27	−969	−1,366	397
3rd qtr.	112	113	103	97	119	373	368	3	−14	−861	−1,253	392
4th qtr.	111	114	107	101	113	105	139	17	−22	−965	−1,348	383
1975 1st qtr.	110	115	106	93	101	−176	−4	−31	−57	−435	−850	415
2nd qtr.	107	112	102	86	100	−254	−112	−54	−52	−336	−681	345
3rd qtr.	107	111	107	82	101	−156	−204	−29	60	−625	−986	361
4th qtr.	108	112	101	79	91	−66	−61	10	55	−306	−683	377
% change last 2 qtrs. on prev. 2 qtrs.	−0.8	−1.9	−0.2	−9.9	−4.6							
on a year earlier	−3.6	−2.0	−1.2	−18.9	−17.4							

	Industrial production		Personal expenditure		Prices and costs (NOT seasonally adjusted)					Labour (UK)			Trade	
	Total all industries	Total manufacturing industries	Retail sales	Cars: new registrations	Retail prices	% increase on a year earlier	Wholesale prices: all manufacturing industry: basic materials and fuel used	Wholesale prices: all manufacturing industry: manufactured products: home sales*	Basic hourly wage rates of manual workers (all industries and services)	Unemployed excluding school leavers and adult students: mid-month count	Unemployed excluding school leavers and adult students: % of total employees	Unfilled vacancies for adults: mid-month count	Exports	Imports
				monthly averages								thousands	On a balance of payments basis	
Base of index	1970	1970	1971		Jan. 1974		1970	1970	July 1972					
£m in base year			15,895											
Series in				thousands								thousands	£ million at current price	
1971	100.4	99.6	100.0	108.5	153.4†	9.4	104.6	109.0	88.9	775.8	3.4	130.9	8,810	8,530
1972	102.6	102.4	105.8	138.6	164.3†	7.1	109.2	114.8	101.4	855.0	3.7	147.3	9,141	9,843
1973	110.2	110.9	110.7	137.1	179.4†	9.2	144.5	123.2	115.6	611.0	2.6	307.0	11,772	14,104
1974	106.1	107.8	109.9	102.8	108.5	16.0	215.3	152.0	138.7	599.5ø	2.6ø	302.2ø	15,895	21,159
1975	100.9	101.4	107.9	97.2	134.8	24.2	235.4	188.7	179.8	929.0	4.0	148.2ø	18,772	21,972
1974 2nd qtr.	107.6	109.3	107.8	105	107.5	15.8	213.7	148.9	132.3	577.4	2.5	318.4	4,007	5,373
3rd qtr.	107.9	109.6	111.2	107	110.2	17.0	212.9	156.1	144.0	613.7	2.6	308.7	4,222	5,475
4th qtr.	104.7	105.6	111.3	97	115.1	18.2	222.1	164.9	153.5	..	..	..	4,185	5,533
1975 1st qtr.	104.6	106.1	111.3	108	122.0	20.3	220.9	176.0	163.6	737.9	3.2	..	4,532	5,382
2nd qtr.	99.8	100.0	108.9	94	133.6	24.3	225.6	186.3	176.3	847.4	3.6	164.4	4,479	5,160
3rd qtr.	99.5	99.9	105.5	103	139.4	26.6	239.3	193.4	185.5	1,000.0	4.3	133.6	4,635	5,621
4th qtr.	99.8	99.8	105.8	85	144.2	25.3	256.0	199.1	193.8	1,132.1	4.9	113.6	5,126	5,809
1976 1st qtr.				107 p			265.9 p	206.8 p		1,223.2p	5.3	115.5p		
1975 Feb.	105.0	106.7	111.6	109	121.9	19.9	218.8	175.9	162.0	740.1	3.2	198.3	1,481	1,813
Mar.	103.4	103.7	109.5	97	124.3	21.2	221.9	179.2	169.0	760.5	3.3	194.3	1,542	1,655
Apr.	101.1	101.4	120.0	95	129.1	21 7	222.9	182.5	170.1	798.3	3.4	180.8	1,379	1,729
May	99.1	99.1	103.7	95	134.5	25.0	226.2	187.3	176.4	850.3	3.6	163.3	1,611	1,693
June	99.1	99.4	104.1	91	137.1	26 1	227.7	189.0	182.6	893.5	3.8	149.0	1,489	1,738
July	100.1	100.6	105.4	91	138.5	26.3	233.2	191.7	184.8	968.2	4.1	133.9	1,567	1,943
Aug.	98.5	98.8	104.8	98	139.3	26.9	241.4	193.5	185.6	997.4	4.3	135.9	1,486	1,886
Sept.	100.0	100.3	106.1	120	140.5	26.6	243.2	194.9	186.0	1,034.4	4.4	131.1	1,582	1,792
Oct.	100.2	100.5	104.8	85	142.5	25.9	252.3	197.0	187.5	1,088.7	4.7	118.9	1,728	1,945
Nov.	100.2	100 5	105.2	81	144.2	25.2	256.7	198.9	195.6	1,133.0	4.9	111.8	1,637	1,918
Dec.	98.8	98.5	107.0	87	146.0	24.9	259.0	201.5	198.2	1,174.6	5.0	110.1	1,761	1,946
1976 Jan.	100.5	101.7	109.8	115	147.9	23.4	261.0	204.8	201.9	1,210.5	5.2	111.1	1,778	1,951
Feb.	101.4	101.4	107.1	101	149.8	22.9	263.4 p	207.2 p	205.1	1,232.4	5.3	113.5	1,756 p	2,005 p
Mar.				106 p			273.2 p	208.4 p		1,226.7p	5.3	122.0p		
% change latest 3 months on prev. 3 months	+0.1	+0.1	+2.4	+27.3	+3.9		+3.9	+3.9	+6.3	+8.0		+1.7	+7	+4½
on a year earlier	−4.1	−5.3	−3.3	−0.3	+23.7		+20.3	+17.5	+26.1	+65.8		..	+20	+6½

p Provisional * After April 1973, affected by changes due to VAT † Base of index Jan. 1962 = 100 .. not available
ø Average of 11 months

Symbols used in all statistical tables

.. not available	r revised
— nil or less than half the final digit shown	* five week period
p provisional	● fifty-three week period

Made-up clothing: orders and deliveries

In the three months ended December 1975, deliveries by the clothing industry were provisionally estimated to have been 2 per cent lower than in the preceding three months while net new orders were 3 per cent higher. Orders-on-hand at the end of December were 6 per cent above the end-September 1975 level. (These comparisons are based on the seasonally adjusted series in the accompanying table.)

In using the index numbers shown in the table, it should be borne in mind that, when price increases are large, the various problems associated with constructing a constant value series become more acute. Because of these difficulties the relative accuracy of the estimates is likely to have been reduced in recent months.

Made-up clothing

Index numbers of total orders and deliveries

	Orders-on-hand (end period)		Net new orders		Deliveries	
	December 1969 = 100		Average 1970 Deliveries = 100		Average 1970 Deliveries = 100	
1968	107		100		97	
1969	100		97		97	
1970	103		102		100	
1971	119		108		104	
1972	125		110		109	
1973	155		123		117	
1974	145		115		114	
1975 p	146		119		116	
	Actual	Seasonally adjusted	Actual	Seasonally adjusted	Actual	Seasonally adjusted
1974 1st quarter	164	161	111	115	107	108
2nd quarter	171	149	122	113	113	115
3rd quarter	137	143	96	113	115	117
4th quarter	145	145	129	118	122	118
1975 1st quarter	135	139	116	124	116	121
2nd quarter	164	149	131	118	113	111
3rd quarter	132	145	99	117	116	118
4th quarter p	146	154	131	121	120	115
1974 April	171	163	133	122	115	114
May	182	155	134	109	108	113
June	171	149	100	107	117	118
July	156	149	85	113	112	116
August	143	143	86	112	105	118
September	137	143	116	114	129	116
October	142	140	150	115	141	120
November	152	141	153	122	130	118
December	145	145	85	116	96	115
1975 January	138	137	101	119	103	124
February	134	136	121	123	125	122
March	135	139	124	129	120	119
April	147	146	134	111	117	106
May	166	148	145	119	108	114
June	164	149	115	124	113	114
July	148	148	86	115	112	117
August	135	142	86	111	106	119
September	132	145	126	125	131	118
October p	139	144	159	122	140	119
November p	148	144	142	113	124	114
December p	146	154	93	127	95	114

Sales by wholesale textile houses in February

Sales by wholesale textile houses in February showed a decrease of 11 per cent on a year earlier, compared with a decrease of 4 per cent in December and a decrease of 12 per cent in January.

The value of stocks at the end of February showed an increase of 6 per cent compared with the same period last year.

TABLE 1 Total sales and stocks

Index numbers and *percentage increase compared with a year earlier* . 1950 = 100

	Value of home sales		Value of stocks end period	
1966	110	*–3*	..	..
1967	104	*–5*	..	..
1968	108	*4*	..	..
1969	103	*–5*	..	..
1970	107	*4*	..	..
1971	115	*8*	..	..
1972	121	*5*	..	..
1973	134	*11*	..	..
1974	147	*9*	..	..
1975	147	*1*	..	..
1973 1st quarter	120	*18*	184	*12*
2nd quarter	123	*11*	171	*17*
3rd quarter	130	*6*	173	*12*
4th quarter	163	*10*	204	*21*
1974 1st quarter	134	*12*	189	*3*
2nd quarter	131	*7*	202	*18*
3rd quarter	148	*13*	194	*12*
4th quarter	173	*6*	198	*–3*
1975 1st quarter	143	*7*	219	*16*
2nd quarter	135	*3*	197	*–2*
3rd quarter	146	*–1*	193	*–1*
4th quarter	165	*–5*	224	*13*
1975 February	155	*15*	213	*16*
March	176	*–3*	219	*16*
April	149	*7*	195	*8*
May	128	*4*	213	*3*
June	130	*–2*	197	*–2*
July	125	*7*	210	*2*
August	126	*–11*	206	*—*
September	186	*1*	193	*–1*
October	193	*–6*	197	*3*
November	150	*–3*	231	*4*
December	153	*–4*	224	*13*
1976 January	86	*–12*	213	*4*
February	138	*–11*	227	*6*

TABLE 2 Analysis by department

Percentage increase compared with a year earlier

	Sales		Stocks‡
	Feb. '76	Jan.-Feb.'76	Feb. '76
Women's knitted outerwear, blouses and skirts	–10	–15	25
Women's coats, costumes, furs and raincoats	8	16	31
Women's underwear	–16	–15	2
Women's hose and children's socks	–17	–16	–5
Women's millinery	7	4	8
Haberdashery, ribbons and wool	–	–4	–2
Children's wear	1	–12	14
Men's and boys' shirts, pyjamas and outfitting	6	–6	18
Gloves	33	29	–1
Piece-goods and nets	–30	–2	36
Household textiles	–	2	27
Floor coverings, furniture and hardware	–17	–15	3
Boots and shoes	–2	–3	8
Total†	–11	–12	6

† Including some items not included among the sub-headings.
‡ Values at cost.

Note

These statistics are prepared by Textile Distributors' Association. Inquiries should be addressed to the Secretary, the Textile Distributors' Association, 3 Berners Street, London W1P 4JP (tel. 01-580 2902).

Trends in invisibles

The net surplus on invisibles is estimated at £1,498 million in 1975, a decrease of £116 million from the surplus in 1974. Gross invisible credits rose by 11 per cent, from £10,018 million to £11,155 million, while gross debits increased more sharply, by 15 per cent, from £8,404 million to £9,657 million.

The fall in the surplus was the net result of a number of varying movements – increases in the net deficits on sea transport and government transfers and services and decreases in the net surpluses on other services and interest, profits and dividends being partly offset by a large increase in the net surplus on travel and a smaller

INVISIBLES

	1971	1972	1973	1974	1975	1975†			
						1st qtr.	2nd qtr.	3rd qtr.	4th qtr.
CREDITS									
Private § services:									
Sea transport:									
Freight and fares	1,331	1,222	1,539	1,834					
Charter receipts	107	191	282	471					
Disbursement of overseas shipping	177	193	231	317					
Total	1,615	1,606	2,052	2,622	2,565	638	642	646	639
Civil aviation:									
Fares, freights, etc.	256	304	359	451					
Disbursements of overseas airlines	98	106	121	168					
Total	354	410	480	619	752	189	172	180	211
Travel:	486	546	681	833	1,143	255	266	301	321
Other services:									
Financial and allied	407	444	518	639					
Films and television	40	32	28	26					
Royalties, etc.	147	166	201	} 1,527					
Miscellaneous	725	827	1,019						
Total	1,319	1,469	1,766	2,192	2,487	576	611	638	662
Total private § services	3,774	4,031	4,979	6,266	6,947	1,658	1,691	1,765	1,833
Interest, profits and dividends‡:									
Direct investment	717	915	1,458	1,539	1,648	395	415	403	435
Portfolio investment	166	163	192	233	221	53	56	54	58
Oil and other	598	685	1,249	1,401	1,474	366	370	360	378
Total	1,481	1,763	2,899	3,173	3,343	814	841	817	871
Transfers:									
Private	215	231	295	355	395	95	100	100	100
Government	—	—	63	130	362	106	78	92	86
Government services	59	72	80	94	108	22	40	24	22
Total credits	5,529	6,097	8,316	10,018	11,155	2,695	2,750	2,798	2,912
DEBITS									
Private § services:									
Sea transport:									
Freight and fares	413	502	722	947					
Charter payments	743	628	793	798					
Disbursements abroad	516	557	659	1,046					
Total	1,672	1,687	2,174	2,791	2,777	672	691	705	709
Civil aviation:									
Freight, fares, etc.	135	150	185	239					
Disbursements abroad	162	183	211	290					
Total	297	333	396	529	650	162	153	162	173
Travel:	439	527	682	682	870	203	214	220	233
Other services:									
Films and television	21	21	25	27					
Royalties, etc.	123	138	160	} 980					
Miscellaneous	415	449	553						
Total	559	608	738	1,007	1,339	297	320	350	372
Total private § services	2,967	3,155	3,990	5,009	5,636	1,334	1,378	1,437	1,487
Interest, profits and dividends‡:									
Direct investment	390	523	654	608	624	144	152	154	174
Portfolio investment	135	158	186	234	298	69	74	77	78
Oil and other	445	504	669	1,003	1,149	303	302	270	274
Total	970	1,185	1,509	1,845	2,071	516	528	501	526
Transfers:									
Private	228	288	386	446	483	105	130	120	128
Government	205	208	423	451	700	148	177	175	200
Government services	381	428	518	653	767	177	192	204	194
Total debits	4,751	5,264	6,826	8,404	9,657	2,280	2,405	2,437	2,535

INVISIBLES *(continued)*

	1971	1972	1973	1974	1975	1975†			
						1st qtr.	2nd qtr.	3rd qtr.	4th qtr.
NET BALANCES:									
Private § services	+807	+876	+989	+1,257	+1,311	+324	+313	+328	+346
Interest, profits and dividends‡	+511	+578	+1,390	+1,328	+1,272	+298	+313	+316	+345
Private transfers	−13	−57	−91	−91	−88	−10	−30	−20	−28
Government transfer payments	−205	−208	−360	−321	−338	−42	−99	−83	−114
Government services	−322	−356	−438	−559	−659	−155	−152	−180	−172
Net invisible balance	+778	+833	+1,490	+1,614	+1,498	+415	+345	+361	+377
‡ An alternative breakdown is:	1971	1972	1973	1974	1975	1975†			
						1st qtr.	2nd qtr.	3rd qtr.	4th qtr.
Credits:									
Private sector	1,372	1,598	2,713	2,931	3,089	752	764	763	810
Public sector	109	175	186	242	254	62	77	54	61
Debits:									
Private sector	671	870	1,119	1,220	1,242	300	326	294	322
Public sector	299	315	390	625	829	216	202	207	204
Net balance:									
Private sector	+701	+718	+1,594	+1,711	+1,847	+452	+438	+469	+488
Public sector	−190	−140	−204	−383	−575	−154	−125	−153	−143

† Seasonally adjusted. § Including public corporations.

rise in that on civil aviation. There was also a small improvement in the net deficit on private transfers.

The increase to £212 million in the net deficit on the sea transport account continued the slowly worsening balance on this account in recent years. The deficit on dry cargo operations remained much the same in 1975 as in 1974, though this was the result of compensating changes in many items within the account. However, the deficit on tanker operations increased substantially in 1975 consequent on a lower demand for oil.

The growth in the surplus on civil aviation continued in 1975, when the surplus was £102 million, £12 million higher than in 1974. Although the volume of traffic in the year was only slightly higher than in 1974, increased passenger fares and freight charges resulted in rises of 21 per cent and 23 per cent in, respectively, credits and debits.

The surplus on the travel account rose by £122 million to £273 million in 1975. Expenditure of UK visitors abroad, which was unchanged between 1973 and 1974, resumed its previous growth and rose by £190 million to £870 million. However, partly as a result of exchange rates moving in their favour, overseas visitors expenditure in the UK increased more substantially, by £310 million, to £1,143 million.

The surplus on other services, which includes financial and allied services, fell by £37 million to £1,148 million in 1975, though this was the third consecutive year in which the surplus had exceeded £1,000 million. The depressed state of world trade led to a reduction in receipts from merchanting and brokerage. At the same time, payments for services associated with UK Continental Shelf activities almost doubled, rising from £200 million in 1974 to £390 million in 1975.

The net surplus on interest, profits and dividends fell by £56 million to £1,272 million in 1975. The fall reflected an increase of £192 million in the public sector's net deficit, mainly associated with the increasing impact of interest paid on borrowing from abroad, whilst the private sector's net surplus increased by £136 million.

The earnings of UK companies on their direct investments overseas rose by £109 million to £1,638 million in 1975, the rise probably reflecting for the most part the impact of the further depreciation of sterling on earnings in foreign currencies. The earnings of overseas companies on their direct investments in the UK rose by £16 million to £624 million in 1975, increased losses in the motor industry being more than offset by increased profits in other sectors, particularly those of overseas banks in London.

There was a small fall in the portfolio income of UK residents from overseas in 1975, largely resulting from their disinvestment of overseas securities during 1973 and 1974. Payments by the UK to overseas residents increased by £64 million, reflecting a number of foreign currency security issues by the UK public and private sectors during recent years.

The earnings of UK oil companies on their overseas operations were lower than in 1973 and 1974, mainly because of reductions in demand and pressure on their margins. Earnings in the UK of foreign oil companies were somewhat depressed by their expenditure on exploration of the UK Continental Shelf. There were substantial increases in other credits and debits, largely as a result of increased activity in the Eurocurrency market and in UK borrowing abroad.

The deficit on government services and transfers increased by £117 million to £997 million in 1975. The net result of transactions with EEC institutions yielded a credit of £44 million, compared with a net debit of £37 million in 1974. This improvement was more than offset by increases in the net debits on all other components.

Business Monitors

The following titles and issues of Business Monitors are now available:

Production series

Monthly at £2.22 each a year post free:

PM 440 Made-up clothing (sales volume indices) for December 1975

PM 481 Paper and paper making materials for February 1976

Service and Distributive series

SD 7 Assets and liabilities of finance houses for fourth quarter 1975

Miscellanous series

M 1 Motor vehicle registrations for February 1976

Quarterly at 74p each a year post free:

PQ 218 Fruit and vegetable products for fourth quarter 1975

PQ 274 Paint for fourth quarter 1975

PQ 278 Fertilisers for fourth quarter 1975

PQ 339.9 Miscellaneous (non-electrical) machinery for fourth quarter 1975

PQ 367 Radio, radar and electronic capital goods for third quarter 1975

PQ 380 Wheeled tractors for third quarter 1975

PQ 399.9 Domestic gas appliances for fourth quarter 1975

PQ 421 Narrow fabrics for fourth quarter 1975

PQ 462 Pottery for fourth quarter 1975

PQ 482.2 Miscellaneous packaging products of paper and film for fourth quarter 1975

Business Monitors in the Production series and Miscellaneous series, and certain Monitors (Nos. SD 1 to SD 9) in the Service and Distributive series, are normally available by annual subscription from Her Majesty's Stationery Office, PO Box 569, London SE1 9NH. Copies of specific issues (including back issues) can be ordered by post (payable in advance) from the Library at the Business Statistics

Export pictures

Each week *Trade and Industry* publishes pictures illustrating Britain's export business. Companies with export successes are invited to send in the story, with a photograph showing the goods in manufacture, ready for despatch, or, preferably, on arrival overseas. The story must, of course, reach us while it is still news. Send your news and photographs to the Editor, *Trade and Industry*, Room 439, 1 Victoria Street, London SW1H 0ET.

Office, Cardiff Road, Newport, Gwent NPT 1XG (tel. 0633 56111, ext. 2973; telex 497121/497122 – Answer back BSO Newport), from which a complete list of the titles of Business Monitors is available on application. Back issues of the monthly and quarterly Monitors cost 30p a copy post free. The annual Monitors are individually priced and the cost of these will be supplied on request. Exceptionally, copies can also be purchased over the counter at the Department's Statistics and Market Intelligence Library, Export House, 50 Ludgate Hill, London EC4M 7HU.

The Annual Census of Production Reports (the PA series of Monitors), and the 1971 Census of Distribution Reports (which are being published as Monitors SD 10 to SD 23, though not all are yet available) can be obtained on standing order from Her Majesty's Stationery Office, PO Box 569, London SE1 9NH, or can be purchased separately from the Government Bookshops or through booksellers.

British Film Fund Agency returns

The British Film Fund Agency has authorised the publication of the following information for the four weeks ended 28 February 1976.

Distributors' earnings submitted	£
Low cost films:	
Eligible (after multiplying by 2½)	52,974
Not eligible for 2½ times rental	12,295
	65,269
High cost films (including newsreels after multiplying by 2½)	287,226
	352,495
Films under 3,000 ft (after multiplying by 2½)	168,723
	521,218
Levy collections paid to the Agency by HM Customs and Excise to 9 March 1976 including an estimate of collections approximately covering entertainments for the four weeks ended 28 February 1976.	716,000

The fourth interim allocation for the nineteenth year will be at the rate of 50 per cent.

Registrations of British, community and foreign films

The following are details of films registered by the Department of Trade under the Films Acts 1960 to 1970, as amended by the European Communities Act 1972, during the week ended Friday, 9 April 1976.
BR/E indicates that the film is a British quota film, EC that the film is a quota film. The date which forms part of the registration number of each is the date on which quota life of the film expires.

Title of film	Registered no.	Playing time minutes	Date of registration	Registered in the name of	Maker's name
			BRITISH		
Grand Tournament Of Bruges	BR/E 38530/11/4/81	14	5 April	EMI Film Distributors Ltd.	The Company of Knights Ltd.
Trial By Combat	BR/E 38533/11/4/81	90	5 April	Columbia-Warner Distributors Ltd.	Combat Pictures Ltd.
Butley	BR/E 38535/11/4/81	130	6 April	Seven Keys Ltd.	The Ely Landau Organization Ltd.
In Celebration	BR/E 38536/11/4/81	131	6 April	Seven Keys Ltd.	The Ely Landau Organization Ltd.
A Delicate Balance	BR/E 38539/11/4/81	134	6 April	Seven Keys Ltd.	The Ely Landau Organization Ltd.
Nature And Time	BR/E 38540/11/4/81	4	6 April	Digby John Rumsey	Digby John Rumsey
The Likely Lads	BR/E 38544/11/4/81	90	8 April	EMI Film Distributors Ltd.	Anglo-EMI Productions Ltd.
Movietone News 2444	BR/E 38352/11/4/81	8	9 April	British Movietonews Ltd.	British Movietonews Ltd.
			COMMUNITY		
Romance	EC 38534/11/4/81	123	5 April	Group Six Organisation Films Distributors Ltd.	Excelsior Films 151/2 Srl, Italy
			FOREIGN		
Super Dragon	F 38528	92	5 April	Intercontinental Film Distributors Ltd.	Yangtze Productions Ltd., Hong Kong
Policewomen	F 38529	95	5 April	Intercontinental Film Distributors Ltd.	Crown International Pictures, California
The Black Bounty Killer	F 38531	87	5 April	Intercontinental Film Distributors Ltd.	Dimension Pictures, New York
Iron Ox, The Tiger's Killer	F 38532	95	5 April	Intercontinental Film Distributors Ltd.	Filmling Enterprises and Wing Shing Film Co., Hong Kong
Sexy Sisters	F 38537	75	6 April	Nationwide Film Distributors Ltd.	London Films International, Copenhagen
Girls For Rent	F 38538	88	6 April	Nationwide Film Distributors Ltd.	Independent International Productions, California
Story Of Sin	F 38541	128	8 April	Fair Enterprises Ltd.	Film Polski, Warsaw
Les Ordres	F 38542	109	8 April	Contemporary Films Ltd.	Films Mutuels, Canada
Wives	F 38543	84	8 April	Contemporary Films Ltd.	Norskfilm A/S, Norway
Sky Riders	F 38545	91	9 April	Fox-Rank Distributors Ltd.	Twentieth Century-Fox Film Corporation, California
Ohayo	F 38546	94	9 April	Cinegate Ltd.	Shochiku Co. Ltd., Japan
Between Wars	F 38547	98	9 April	Cinegate Ltd.	Taries Film Distributors Ltd., Sydney

Correction to the Register
The registration number of the film 'The Slipper And The Rose – The Story Of Cinderella', registered on 26 March 1976, has been corrected to BF/E 38512/28/3/81.

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翻訳

Turnover of the catering trades in February

Catering turnover in February, at current prices and after seasonal adjustment, was about the same as in January.

The total turnover of the catering trades (again, at current prices and after allowing for normal seasonal adjustments) in the three months' period December 1975 to February 1976 was about 4 per cent more than in the preceding three months September to November 1975.

Recent percentage increases compared with a year earlier (*not* seasonally adjusted) for the main kinds of business are as follows:

		All caterers	Licensed hotels and holiday camps	Restaurants cafes and fish and chip shops	Public houses	Canteens
1974	4th quarter	17	16	13	20	13
1976	January	14	21	12	14	17
	February	13	12	8	15	17

Turnover for all caterers in the three months December 1975 to February 1976 was 16 per cent more than in the same period a year earlier. The largest increases were of 17 per cent for public houses and for licensed hotels and holiday camps. Canteens reported an increase of 16 per cent whilst restaurants, cafes, and fish and chip shops showed an increase of 12 per cent.

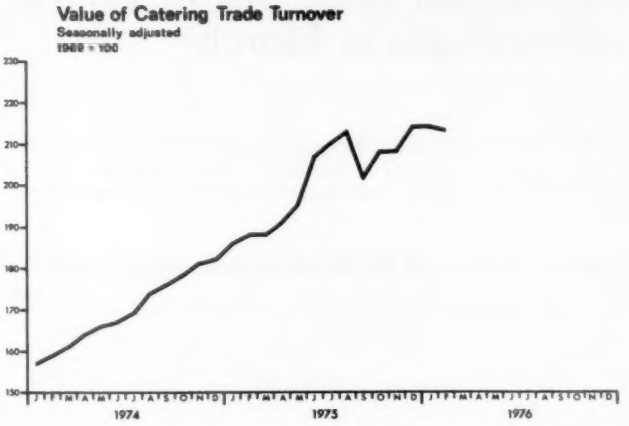

TABLE 1 Turnover of all caterers seasonally adjusted

Index numbers of turnover per week† 1969 = 100

		Value at current prices (turnover in 1969 – £2,533 million)
1969		100
1970		108
1971		118
1972		131
1973		148
1974		170
1975		201
1973	1st quarter	142
	2nd quarter	146
	3rd quarter	150
	4th quarter	153
1974	1st quarter	159
	2nd quarter	166
	3rd quarter	173
	4th quarter	180
1975	1st quarter	187
	2nd quarter	198
	3rd quarter	208
	4th quarter	210
1975	January*	186
	February	188
	March*	188
	April	191
	May	195
	June*	207
	July	210
	August	213
	September*	202
	October	208
	November	208
	December*	214
1976	January	214
	February	213
1975	September-November	206
1975	December-February 1976	214
Percentage increase		4

† The monthly periods consist of four weeks except those marked * which are of five weeks. The February 1976 period was the four weeks from 1 February 1976 to 28 February 1976; the February 1975 period was four weeks from 2 February 1975 to 1 March 1975. The series are now finally rebased using the detailed results of the large scale inquiry into the catering trades for 1969. A full report on the 1969 inquiry was published in November 1972 under the title 'Catering Trades 1969: Statistical Inquiry' (HMSO, 32p net).

ECGD addresses

The Export Credits Guarantee Department's head office is at Aldermanbury House, Aldermanbury, London EC2P 2EL (Tel: 01-606 6699). ECGD has 10 local offices in various parts of the United Kingdom; these are listed from time to time in *Trade and Industry*.

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Provisional estimates of vehicle production and new car registrations in March

Tables 1 and 2 show United Kingdom vehicle production in the five weeks ending 27 March, as estimated from provisional returns supplied by the major manufacturers. March car production at 145,000 units (29,000 per week) was 13 per cent above the level of output in March 1975. Commercial vehicle output of 36,300 units (7,260 per week) was 6 per cent below the level of production in March 1975.

In seasonally adjusted terms, March car output of 123,000 units was 17 per cent above the average monthly output in 1975. Production for the first quarter of 1976 rose by 19 per cent compared with the fourth quarter of 1975. Commercial vehicles at 31,500 units was 1 per cent below the average monthly output last year while the production for the first three months of 1976 was 7 per cent up on the proceeding three months.

Table 3 shows provisional estimates of new car registrations. Seasonally adjusted new car registrations in Great Britain in March are provisionally estimated at 106,000. In the first quarter the average monthly level of registrations was 107,000 a rise of 27 per cent over the last quarter of 1975.

TABLE 1 Estimated UK production in March 1976

Thousands

	Cars		Commercial vehicles	
	Month	Weekly average	Month	Weekly average
Estimated output				
1976 (5 weeks ended 27.3.76)	145.0	29.0	36.3	7.?
1975 (5 weeks ended 29.3.75)	128.9	25.8	38.5	7.7
Percentage change		+13		−6

TABLE 2 UK vehicle production: monthly averages (seasonally adjusted)

Thousands

	1975				1976				Average of		
	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	1st qtr.	Jan.	Feb.	Mar.	Oct./Dec. 1975	Jan./Mar. 1976	% change
Cars	126	91	107	99	118	97	134	123	99	118	+19
Commercial vehicles	36.9	30.2	30.3	29.5	31.5	29.6	33.3	31.5	29.5	31.5	+ 7

TABLE 3 New car registrations

Thousands

	1975				1976				Average of		
	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	1st qtr.	Jan.	Feb.	Mar.	Oct./Dec. 1975	Jan./Mar. 1976	% change
Recorded	116	96	108	69	117	126	105	120			
Seasonally adjusted	108	94	103	84	107	115	101	106	84	107	+27

Retailers' stocks in February

Based on the non-seasonally adjusted data of Table 1, the level of stocks at book value in February was 17 per cent higher than a year earlier, at constant prices it was 1 per cent higher.

The estimates of value of physical increase of retailers' stocks at 1970 prices and seasonally adjusted (Table 2) show a further fall in stock levels in February, following broadly similar declines in January and December. These falls, which coincide with an increased volume of retail sales, come after a period during which stocks were being rebuilt following the decline in the early part of 1975, particularly in April when sales were very high.

TABLE 1 Level of retailers' stocks

Index numbers (end 1971 = 100) *and percentage increase on a year earlier*

(At cost at end of month)

	January	February	March	April	May	June	July	August	September	October	November	December
At book values:												
1971	89	91	94	95	95	97	95	95	98	106	110	100
1972	96	98	101	102	102	104	101	102	104	113	119	106
1973	103	106	111	111	111	115	115	116	121	131	140	129
1974	126	127	133	137	142	143	143	142	148	161	171	154
1975	148	151	159	155	160	163	162	163	173	191	205	185
1976	175	177										
1972	7	8	8	6	7	8	7	7	7	7	8	6
1973	7	8	9	—	—	—	—	—	—	—	—	—
1974	—	—	—	24	28	24	24	22	23	22	22	20
1975	18	19	20	13	13	14	14	14	17	19	20	20
1976	18	17										
At constant (1970) prices:												
1971	95	97	99	99	98	99	96	96	99	107	111	100
1972	95	97	99	100	100	102	98	98	100	107	112	99
1973	96	99	103	108	111	114	112	112	116	124	131	120
1974	113	112	116	117	118	118	116	114	116	124	129	115
1975	108	109	112	107	109	109	108	107	112	122	130	116
1976	109	109										
1972	—	—	—	1	2	2	2	2	1	—	1	−1
1973	1	2	4	9	11	13	15	14	17	16	17	20
1974	18	14	13	8	6	3	3	1	—	—	−1	−3
1975	−5	−3	−4	−8	−8	−7	−7	−6	−4	−1	—	—
1976	—	1										

TABLE 2 Value of physical increase of retailers' stocks at 1970 prices

Seasonally adjusted

£ million

	January	February	March	April	May	June	July	August	September	October	November	December
1971	−14	−1	−17	2	−18	16	−8	4	12	18	−8	4
1972	−9	3	−12	9	4	20	−16	12	−12	8	8	−26
1973	26	16	9	88	55	42	18	8	21	5	23	23
1974	−7	−54	2	14	25	−12	18	−29	−3	−5	1	−18
1975	−27	−24	−6	−83	35	−4	19	—	41	34	36	−15
1976	−26	−18										

See note 2.

Notes

1 The book value of retailers' stocks in the United Kingdom at end of December 1971 was £1,860 million.

2 With the introduction of VAT, the book values are being valued exclusive of this tax. There is, therefore, a discontinuity in the series in 1973 between March and April. For the year up to March, the usual comparisons with a year earlier for the book value series have not been given. As the basis of valuation is now comparable with that of a year earlier these percentages changes have been re-introduced. The estimates at constant prices take account of this method of valuation, and are on a consistent basis throughout.

3 For the estimates at constant prices, it should be borne in mind that, when price increases are large, the various problems associated with revaluation of the value series to constant prices become more acute. Thus, the relative accuracy with which constant price changes have been measured is likely to have been reduced in recent periods.

4 The statistics given in Table 2 were introduced in an article in the issue of 28 March 1975.

5 Long-run series back to 1966 for both Table 1 and Table 2 were included in the article in the issue of 26 September 1975.

Footwear industry: orders, deliveries and stocks

[The figures for 1975 have been revised following the detection of major inaccuracies in some manufacturers' monthly returns.]

In the three months ended December 1975 deliveries were estimated to be 6 per cent lower, on a seasonally adjusted pairage basis, than in the three months ended September 1975. Net new orders were 5 per cent lower than in the previous three months, while at the end of December orders on hand were 4 per cent up on the September 1975 level. The index of output in the three months ended December 1975 was 1 per cent lower than in the three months ended September 1975.

A detailed breakdown of manufacturers' deliveries by type of footwear in pairage and value terms, together with figures of exports, imports, consumers' expenditure, prices and employment is published in the Business Monitor Production series under the reference PQ 450.

The index of output is calculated from the value of total sales and work done by firms classified to the footwear industry (Minimum List Heading 450 of the Standard Industrial Classification). In using the index numbers it should be borne in mind that when price increases are large, the various problems associated with constructing a constant price value series become more acute. Because of these difficulties the relative accuracy of the estimates is likely to have been reduced in recent months.

The data on pairage and value relate to complete footwear only sold by manufacturers, classified to MLH 450 and to other industries (eg rubber) in the SIC, employing 25 or more persons.

Index of output: Orders on hand, net new orders, deliveries and stocks of complete footwear

Monthly averages or monthly totals

	Index of output 1970 = 100	Orders on hand (end period)			Net new orders			Deliveries			Stocks (end period)
		Million pairs		£ million	Million pairs		£ million	Million pairs		£ million	Million pairs
1966		33.6						16.4			
1967		37.8			16.5			16.1			
1968	113	41.6			17.3			17.0			
1969	108	34.6			15.9			16.5			
1970	100	38.9			16.6			16.2			
1971	108	32.5		55.7	15.7			16.2		23.8	19.4
1972	104	29.5		59.6	15.2		24.8	15.4		24.5	18.5
1973	108	46.2		85.2	17.1		30.5	15.7		28.4	16.5
1974	107	44.3		79.5	14.3		30.9	14.4		31.3	18.0
1975 p	100	36.9		87.9	12.7		35.2	13.3		34.5	
	Seasonally adjusted	Actual	Seasonally adjusted	Actual	Actual	Seasonally adjusted	Actual	Actual	Seasonally adjusted	Actual	Actual
1974 1st quarter	101	51.1	53.3	87.5	15.2	14.1	29.7	13.6	13.4	28.9	13.6
2nd quarter	112	51.9	50.3	95.1	14.7	14.4	32.6	14.4	15.5	30.0	19.4
3rd quarter	110	40.1	49.1	73.7	11.0	14.1	26.8	14.9	14.5	33.9	16.4
4th quarter	105	44.3	50.0	79.5	16.2	14.8	34.6	14.8	14.5	32.7	18.0
1975 1st quarter	106	35.2	38.2	62.3	11.1	10.4	30.5	14.1	14.3	36.2	18.3
2nd quarter	95	40.8	39.8	82.3	14.1	13.4	37.0	12.2	12.9	30.3	23.1
3rd quarter	101	32.8	41.4	69.1	11.3	14.0	32.4	14.0	13.5	36.7	17.4
4th quarter p	100	36.9	43.0	87.9	14.3	13.3	40.9	13.0	12.7	34.6	
1975 January	112	38.1	43.1	70.7	8.1	7.8	27.5	14.3	14.7	36.3	
February	108	32.9	37.0	62.3	9.2	8.7	28.7	14.4	14.7	37.1	
March	98	35.2	38.2	62.3	16.1	14.6	35.2	13.7	13.5	35.2	
April	91	39.9	39.4	75.0	17.7	13.8	44.5	13.0	12.6	31.8	
May	90	43.6	40.3	87.8	14.7	13.0	39.9	11.0	12.1	27.2	
June	104	40.8	39.8	82.3	9.8	13.5	26.5	12.7	14.0	32.0	
July	104	33.7	35.7	67.9	6.6	9.4	23.1	13.7	13.5	37.4	
August	96	32.7	38.6	66.6	11.2	16.3	29.6	12.2	13.4	30.9	
September	103	32.8	41.4	69.1	16.2	16.4	44.3	16.1	13.7	41.9	
October p	99	36.6	43.2	83.5	19.5	14.7	55.3	15.7	12.8	41.0	
November p	96	37.0	41.6	88.8	13.2	11.2	38.8	12.8	12.8	33.5	
December p	104	36.9	43.0	87.9	10.4	14.0	28.5	10.4	12.6	29.3	

p = Provisional

Index of industrial production for Wales

Results for the fourth quarter of 1975, and 1975 as a whole

The Economic Services Division of the Welsh Office report that preliminary results of the index of industrial production for Wales show that output fell in 1975 to the lowest level since 1970. This continued the downward trend recorded in 1974. The All-industries index for 1975 was 5.4 per cent lower than in 1974, falling below the base year (1970) level in the second and third quarters. The similar fall of 4.5 per cent in the United Kingdom index left it at 101.5, slightly above the Welsh index of 100.5.

In 1975, Mining output recovered somewhat from the very low level of 1974 (caused by the miners' strike), but remained 8 per cent below 1973 levels. Manufacturing industries as a whole declined during the year, with the index falling by 7.4 per cent, to a level well below that of 1972. Within the manufacturing sector, increases were recorded in Food, drink and tobacco, Electrical engineering, and Timber and furniture, while output of Chemicals and allied industries and Vehicles remained at 1974 levels. Decline was however a more characteristic feature. Output of Coal and petroleum products fell by 24 per cent and that of the important steel industry by 17 per cent, while Non-ferrous metals, Mechanical and Instrument engineering, Metal goods, Textiles, leather and clothing, Bricks, pottery, glass, cement, etc., Paper, printing and publishing and Other manufacturing industries also recorded falls. Outside the manufacturing sector there was some recovery in Construction where output rose by 7.6 per cent, but the Utilities index fell by 19 per cent due mainly to reduced generation in the Electricity supply industry in the second and third quarters.

The pattern over 1975 revealed a slump in total production in the second quarter, continued in the third quarter, with a slight recovery in the fourth. In the first quarter of 1975, industrial production was 3.9 per cent higher than in the final quarter of 1974, but this was succeeded by a sharp decline of 9.4 per cent in the second. This low second quarter level was maintained in the third, and a rise of 3.6 per cent, in the fourth quarter implied that the year as a whole did not drop below the 1970 level. The position in the UK was similar, but both the falls and increases in output were smaller.

While one quarter's figure cannot be relied upon too heavily, there nevertheless, in the fourth quarter of 1975, appears to have been some recovery in Wales. Mining and quarrying, while still at a low level, rose 4.3 per cent. In the manufacturing sector – which in total rose by 1.9 per cent – Coal and petroleum products rose 7.7 per cent, Chemicals and allied industries, 17.4 per cent, Vehicles, 13 per cent, while the indices for Ferrous metal manufacture, Timber and furniture, and Other manufacturing industries all registered increases. Food, drink and tobacco however, fell, as did Mechanical and Instrument engineering, Electrical engineering (by 4.2 per cent), Metal goods, Textiles, leather and clothing (by 10 per cent). Non-ferrous metal, Bricks, pottery, glass, cement, etc., and Paper, printing and publishing remained at third quarter levels.

The index for the Construction industry rose in the fourth quarter (by 8.3 per cent), as did that for the Utilities – Gas, electricity and water – by 12.4 per cent.

Index of industrial production for Wales: 1970 based

Seasonally adjusted indices (1970 = 100)

	1970 weights	Annual indices					Quarterly indices					
							1974		1975			
1968 SIC	thousand	1971	1972	1973	1974	1975	3rd qtr.	4th qtr.	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.(1)
Total: all industries	1,000	100.8	106.8	112.9	106.3	100.5	107.1	103.2	107.2	97.1	97.1	100.6
Mining and quarrying	85	101	79	79	61.8	72.7	71	69	77	71	70	73
Total: all manufacturing industries	701	101.1	108.1	117.2	110.6	102.4	111.5	104.0	109.8	98.4	99.8	101.7
Food, drink and tobacco	40	106	112	119	131	140	129	136	141	138	144	138
Coal and petroleum products	37	101	98	104	129	98	122	124	106	103	91	98
Chemicals and allied industries	47	112	126	131	138	138	144	132	123	129	138	162
Metal manufacture	199	94	99	106	85	72	90	82	96	62	64	67
Ferrous	166	94	101	99	78	65	84	77	93	52	55	59
Non-ferrous	33	94	89	114	121	110	120	110	114	108	108	108
Engineering and allied industries: total	222	101	106	120	118	114	119	112	117	114	112	113
Mechanical and Instrument engineering	62	96	96	110	111	102	109	112	107	104	100	96
Electrical engineering	56	106	113	139	137	144	145	128	148	149	144	135
Vehicles (including aircraft and ship-building)	65	104	112	116	110	110	107	103	108	101	108	122
Metal goods not elsewhere specified	39	97	103	113	112	100	116	105	108	100	97	96
Textiles, leather and clothing	59	103	115	123	107	96	97	93	95	98	100	90
Bricks, pottery, glass, cement, etc.	20	127	133	149	134	125	133	125	121	123	129	129
Timber, furniture, etc.	13	109	128	150	124	129	126	118	125	126	131	135
Paper, printing and publishing	31	87	98	116	85	66	86	74	70	64	66	66
Other manufacturing industries	32	103	129	148	142	135	144	144	136	129	136	137
Construction	146	105	104	104	92	99	90	96	100	95	96	104
Gas, electricity and water	68	92	134	131	149	120	144	153	136	120	105	118

Source: Welsh Office.

UK Index – key components

Total: all industries	1,000	100.5	102.6	110.3	106.3	101.5	108.3	104.8	104.8	100.2	100.0	101.2
Mining and quarrying	37	99.7	84.0	93.6	82.1	90.1	90.8	91.1	90.9	88.2	87.9	93.2
Total: all manufacturing industries	745	99.7	102.4	110.9	107.8	101.7	109.6	105.7	106.1	100.4	100.1	100.7
Construction	146	102.9	104.5	107.6	98.4	93.0	98.4	93.7	94.9	92.7	93.9	91.3
Gas, electricity and water	72	103.9	111.2	118.1	119.7	119.2	121.0	125.6	119.6	119.6	115.7	122.4

Source: Central Statistical Office.
(1) Provisional.

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In Scotland

Contact **The Scottish Economic Planning Department, Industrial Development Division, 314 St. Vincent Street, Glasgow G3 8XF**	**041-248 2855**

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Registered as a Newspaper Published by Her Majesty's Stationery Office, Atlantic House, Holborn Viaduct, London EC1P 1BN, for the Department of Industry, 1 Victoria Street, London SW1H 0ET. Printed by The Garden City Press Limited, Pixmore Avenue, Letchworth, Herts, SG6 1JS.

ISBN 0 11 7245704